Library

of the

University of Toronto

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, JANUARY 1, 1898 | No. 1

MAGNOLIA METAL

In use by
TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings
Beware of Fraudulent Imitations.
MAGNOLIA METAL COMPANY
LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE—
Caverhill, Learmont & Co.
General Dominion Agents.
Owners and Sole Manufacturers,
266 and 267 West St., New York

AN EXPERT'S TESTIMONY

A gentleman who had a long experience in our galvanizing department, and who has since spent some years in the same business in the United States, was questioned recently regarding the comparative value of the galvanizing of "**Queen's Head**" and other brands. He replied that in his experience, which had brought him in contact with many of the best makes, he knew of none that used spelter of equal purity to that used on "**Queen's Head**" sheets.

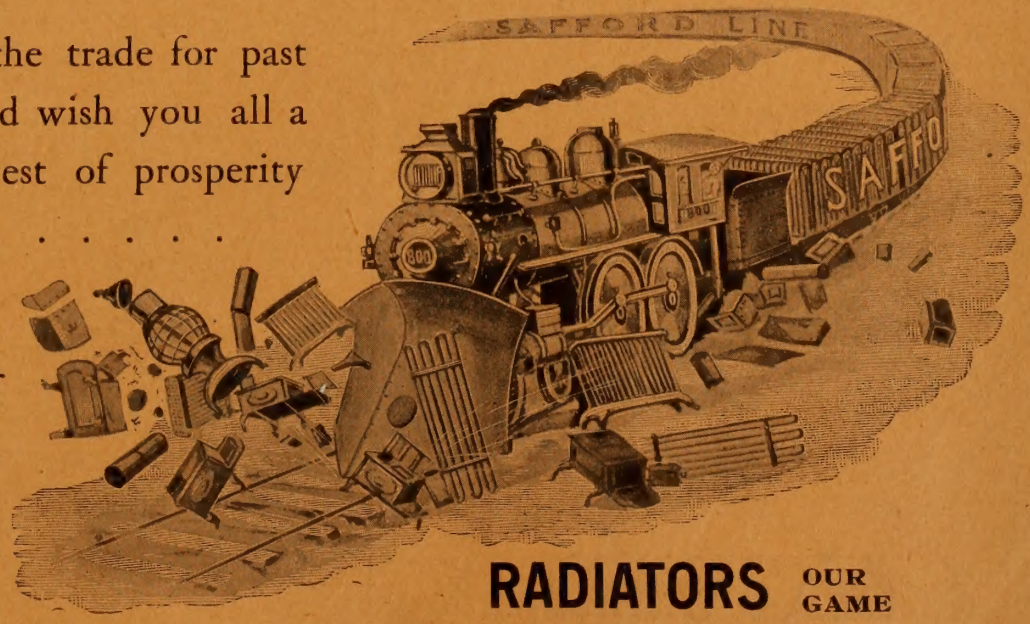
Probably this explains why "**Queen's Head**" does not peel so easily as other brands.

JOHN LYSAGHT, LIMITED,
BRISTOL AND MONTREAL.

Largest Radiator Manufacturers Under The British Flag.

WE thank the trade for past favors and wish you all a good, rich harvest of prosperity during 1898. . . . . .

Yours very truly, on behalf of the officers and selling agents of



RADIATORS OUR GAME

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

FINE
CUTLERY

SEE OUR NEW PATTERNS.

CARVERS' SETS. CASES. PEN POCKET TABLE KNIVES

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets ...TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Limited.

125 and 127 Queen St. East, **TORONTO**

"Diamond"
"Granite Steel"
. . and . .
"White"
ENAMELED WARE.

Goods that will bring you customers, and hold them.

We use the utmost care in manufacturing and handling these goods, and can consequently guarantee every piece.

You can depend upon prompt shipment.

KEMP MANUFACTURING CO.

Toronto, Canada

Plumbers' and Steam Fitters' Supplies
Wrought and Cast Pipe
Malleable and Cast Fittings
Brass Goods
Lead Pipe and Traps
Steel Clad and Copper Baths

WRITE FOR PRICES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

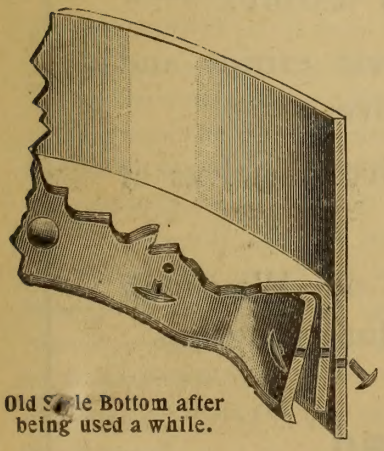
30 Front St. West TORONTO.

ESTABLISHED 1860. **INCORPORATED 1895.**

MILK CAN TRIMMINGS

A FEW OF THE REASONS WHY EVERYBODY ASKS FOR DAVIDSON'S MILK CAN TRIMMINGS.

Because



Old Style Bottom after being used a while.

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically two piece. The rim of Patent Bottom is turned in over edge of bottom proper, making smooth, uniform edge, that will not tear floors of factories or waggons.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

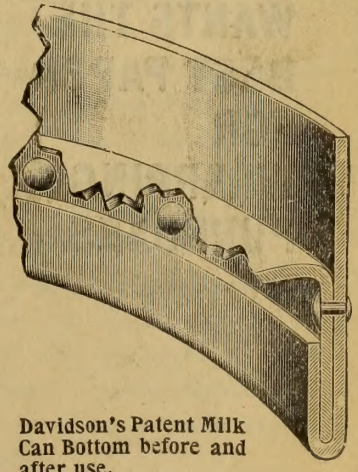
Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.



Davidson's Patent Milk Can Bottom before and after use.

TINNED IRON CUT TO SIZE IN STOCK AT RIGHT PRICES.

The Thos. Davidson Mfg. Co., Limited, - Montreal, Que.

An Immense Fire Travel !

Our Famous

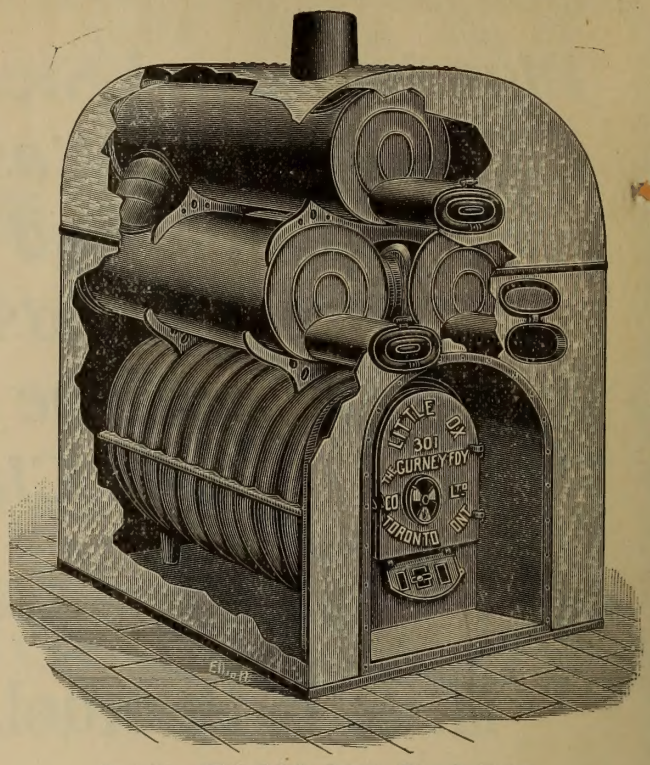
LITTLE OX Wood Furnaces

are made with Triple or Double Return Flue Radiators and are the most powerful furnace of their class in the market—this is a well proved fact.

They have indirect draft.
Will burn large, rough, 3 ft. wood.
Are easy to manage and regulate.
Are very moderate in price.

Either portable or stationary for brick setting—with a guaranteed capacity up to 30,000 cubic feet.

If you haven't them in stock, write us for all details and prices.



Portable—With Triple Return Flue Radiator.

The GURNEY FOUNDRY CO. Limited, TORONTO

The GURNEY-MASSEY CO. Limited, MONTREAL.

THE HARDWARE MAN WANTS THE BEST PAPER FOR WRAPPING PURPOSES.

Before our celebrated Wrapping Papers are put in stock they have to pass a severe examination at the mills at Hull as to strength of texture.

We are our severest critics and have no mercy on ourselves.

We couldn't deceive ourselves if we wanted to.

That is what gives our Wrapping Papers so good a name for strength.

The E. B. EDDY CO., Limited.

Branches and Agents throughout Canada.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JANUARY 1, 1898 No. 1

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

SHORTER CREDIT.

SHORTENING of the terms of credit has been a long and generally desired reform in the hardware trade.

Efforts have been made from time to time to secure the consent of all members of the wholesale trade, but they were not successful. Now, however, there is a good prospect of their being so, for this week the Montreal Wholesale Hardware and Metal Association received a communication from the West stating that efforts in that direction were being made and asking for an expression of opinion.

As the Montreal trade have long been in favor of the change the association, at its annual meeting held in Montreal Tuesday, passed a resolution strongly endorsing the adoption of 4 months or 3 per cent. off for cash as the universal terms of credit on all hardware, and it is asserted that once the trade elsewhere signifies its intention of doing so, the change will be put into effect in Montreal.

At present heavy hardware is sold on the short terms, and it will be a good move if the present terms on shelf goods, six months, are cut down also.

ENAMEL WARE CONSOLIDATION.

SEVERAL conferences have recently been held by manufacturers of enamel ware in the United States with a view to consolidating their interests, but the idea does not yet appear to have been consummated, and the reason advanced is that certain interests are holding off for better terms.

The scheme includes tinware as well as enamel ware, and a large capitalization is said to be at its back.

Judging from the tone of our exchanges, a good deal of doubt is being expressed as to the ultimate outcome of the proposed consolidation, but merchants in the United States are in the meantime protecting themselves by anticipating their wants somewhat.

Canadians are little concerned as to whether the proposed consolidation is effected or not. Manufacturers in Canada are not only turning out enamel ware as handsome and durable as those in the United States, or any other country for that matter, but they are quite competent to supply the home demand.

Up to about six years ago the Canadian market was controlled by United States enamel ware. Then that made in Germany began to take first place ; but it in turn had to give way to the home-made article.

INCREASE IN LETTER ORDERS.

LETTER orders have been quite a feature of the wholesale hardware trade of Toronto during the past few days. Not in any corresponding week in the years gone by have orders of this kind been so extensive. At any rate this is the general opinon, not only of wholesalers, but of manufacturers as well whom HARDWARE AND METAL has had on opportunity of sounding on the matter.

There are two chief reasons for this increase in letter orders. One, and the chief one, is the generally improved condition of business, which necessitates a continuous replenishing in order to keep stocks well assorted. The other is the general tendency to the multiplication of letter orders.

Letter orders are usually small, but the business they bring costs little or nothing to get. Consequently, they are the most satisfactory of orders.

Although great as has been the increase in letter orders of late years, there is yet a great deal of room for the expansion of the system. Every house should make a specialty of letter orders and take pains to acquaint the trade with the fact.

Letter orders will never supersede travelers. They will only be adjuncts, and as such their office will largely be to relieve the travelers of smaller matters and allow them to devote more of their attention to larger matters.

Someone has said "that guns cannot open new markets." But into countries which guns have opened up to civilization an effort is usually made to ram trade home.

NOTHING FOR THE CREDITORS.

THE following is a statement recently submitted by the assignee of the estate of Robert G. Crawford, Fort Erie, Ont., an insolvent merchant. It was handed to us by one of the creditors.

RECEIPTS.

Sale of horse and wagon, etc.	$ 40 00	
" stock and fixtures	272 70	
" book accounts	60 00	
		$372 70

DISBURSEMENTS.

Rebate on store, etc., to E. Hawkins	$ 8 00	
Rent to E. Hawkins	95 00	
Acker & Co., for printing	1 00	
J. J. Sidey, per advertisement	4 07	
Ontario Gazette, "	3 10	
A. Hershey, for printing cards	70	
Irvin Teal, bailiff, for costs	10 00	
S. C. Macdonald, inspector	27 40	
C. A. Myers, "	38 25	
H. W. Macoomb, advice, etc	7 00	
B. F. Matthews, assignee	50 00	
B. F. Matthews, personal expenses	15 00	
H. R. Morwood, advice, etc	4 32	
Wm. Young, 1 month's wages	10 00	
Wm. Williams, witness fees, etc	2 00	
E. Hawkins, bus line	75	
H. R. Morwood, defending suit, etc	7 65	
Preparing abstract by auditor	2 00	
Printing abstract, 100 copies	2 00	
Postage, etc	3 00	
		$291 24

CLAIMS OBJECTED TO.

Clara Crawford, claim for wages, $1,325, objected to. Priority claim for $90 sued for and judgment at trial 5th November, 1897, for $60 and costs of court, $15.27	$ 75 27	
		75 27
		$366 51
Balance on hand		$6 19

It will be noticed that there is a handsome balance to be divided among the creditors. But the most striking feature is not the smallness of the balance; it is the largeness of the expenses.

By totalling up the amounts paid to assignee, lawyers, printing, etc., it will be observed that over $177 out of a total disbursement of $291 was expended on these accounts.

In other words, over 60 per cent. of the disbursements was in fees, advertising and printing account; or, taking it another way, it took over 47 per cent. of the receipts to pay the assignee, the lawyers and other incidental expenses.

Could there be wanted a stronger evidence than this of the necessity of a Dominion insolvency law? In our opinion there scarcely could be. To think that in this day and generation such a large proportion of an estate should be swallowed by fees and such a small proportion should be left for the creditors is a disgraceful reflection on the legislators of the country, who have time and again refused to place a law upon the statute books which will enable insolvent estates to be wound up with moderate, and not as it now is, immoderate, cost.

The Ontario Government may or may not have a surplus, but there is no question forsooth as to the surplus of gas possessed by many members of the House.

WIRE CLOTH DEMORALIZED.

Green wire cloth is in a badly demoralized condition in Canada at the moment.

Although the season for the use of this article is far distant, representatives of United States manufacturing concerns have been quoting prices in Canada which are much below the figures ruling last year. Naturally the manufacturers and merchants in Canada have been trying to meet these low figures, and not only have they met them, but they have gone below them, hence the demoralized condition of the market.

Green wire cloth is to-day practically without a basis as to price. Last year, it will be remembered, the ruling quotation was $1.35 per 100 square feet.

TO MANUFACTURE IN THE STATES.

The Monarch Horse Nail Co. has been formed to manufacture horse nails under the United States patent, on same process now in such successful use by the Maritime Nail Co., Limited, of St. John, N.B. The controlling interest in the new company will be held by the directors of the Maritime Nail Co. and the treasurer, Mr. Perkins, who is the patentee of the process, will be the general manager of the new works, which will be located at Bridgewater, Mass., where he will go after the first of the year. It is understood that Mr. R. C. Elkin, vice-president of the Maritime Nail Co., will look after the interests of the Canadian factory.

PROTESTS AGAINST EXTORTION.

The Wholesale Metal and Hardware Association has protested against what it considers the excessive rates charged to commercial travelers for transportation and also for their samples by adopting the following: "That this association's representative on the Council of the Board of Trade be requested to bring this matter to the attention of that body with a view of taking action in the matter."

AN IMPORTANT YEAR TO CANADA.

EIGHTEEN hundred and ninety-seven is dead. It died at midnight. Peace to its ashes. At its birth it did not promise well, but, like good wine, it improved with age, and we can without any stretch of the imagination say it was a good year. Compared with the last three or four of its predecessors it was infinitely better.

To Canada, 1897 was an important one in her history. All things which tended to her edification came her way. The fields and the fisheries have yielded bountifully, while the revelation of the enormous richness of the Klondyke in gold has set the whole world agog.

Scarcely second in importance to the Klondyke as an advertising factor was the prominent position which Canada occupied in Great Britain during the memorable Jubilee celebration.

Our export trade during the year developed enormously, while the railway earnings and the bank clearings made substantial increases. In the factories the hum of industry has been louder, and in the warehouses of the wholesalers and in the stores of the retailers there was a re-awakening of bnsiness of a pronounced type.

The Old Year is dead, and may the New Year be even still richer in blessings to the Dominion and to each of our readers than its predecessors.

May happiness and prosperity be your companions throughout the New Year.

A SIGN OF BETTER TIMES.

The net profits of the C.P.R. for the eleven months ending with November were $9,250,321, an increase of $2,067,172, or over 28 per cent., compared with the same period of 1896.

There is an interest in this which reaches beyond the railway itself: it is the interest which is attached to the fact that it illustrates in a practical and undeniable manner the improved character of the trade of the Dominion.

Dull trade and small railway earnings are natural concomitants, the latter being the barometer of the former. And it, of course, also follows that when the earnings of the great carrier companies of the country are good the trade of the country must be in a like condition.

FURTHER ADVANCE IN ROPE.

A FURTHER advance of about ⅜c. per lb. has taken place in both sisal and manilla rope.

Prices now ruling are: Sisal, 7-16 inch and larger, 6⅝c.; ⅜ inch, 7⅛c.; ¼ and 5-16 inch, 7⅝c.; 3-16 inch, 8⅛c. Manilla, 7-16 inch and larger, 7¾c.; ⅜ inch, 8¼c.; ¼ and 5-16 inch, 8¾c.; 3-16 inch, 9¼c.

While raw material is higher, some in the trade are inclined to the opinion that the manufacturers, in advancing prices, have been actuated by a desire to stimulate trade.

REDUCTION IN COIL CHAIN.

A reduction, in some instances material, has been made in the price of coil chain.

The prices now ruling are: ¼ inch, $4.65; 5-16 inch, $3.75; ⅜ inch, $3.25; 7-16 inch, $3.15; ½ inch, $3.10; ⅝ inch, $2.80; ¾ inch, $2.75.

The reduction is attributed to the keenness of competition among manufacturers in the United States.

NORTHWEST TRAVELERS.

At the annual meeting of the Northwest Travelers' Association, held in Winnipeg, the president's report showed the past year to have been one of the best in the history of the association.

The membership is now the largest yet, having reached 432, a gain of 63 during the year. The amount of mortuary benefit insurance carried is $62,703.66, and there were no calls on the fund this year. The directors had recommended that steps should be taken to find the financial position of the association, to see how soon the mortuary benefit to each member may be increased.

Representatives of the association had waited on the railway passenger agents, asking them to reduce the scale of charges on excess baggage. No answer had been received, but a reply is promised as soon as the passenger association holds its meeting.

The treasurer's report showed a balance at the end of this year of $18,921.34, an increase over last year of $2,481.

BLAST FURNACE FOR THE COAST.

Application will be made at the next session of the British Columbia Legislative Assembly for the incorporation of a company for the purpose of establishing a blast furnace and the other apparatus necessary for the manufacture of pig iron, steel blooms and billets, tin plates, and generally to do all things necessary and conducive to the establishment of iron, steel, and tin plate works and manufactories, and for the establishment of a home trade and an export trade. The ore used will be that found near the coast line of British Columbia.

BONUSING A FOUNDRY.

Maisonneuve, a suburb of Montreal, has lately made arrangements to induce manufacturers to locate in that town. Several large firms have made application to erect manufactories, and their proposals are now being considered by the Council. A bylaw has been passed granting a bonus of $3,000 to an industry proposed to be located by P. Lemire, Fils et Cie. Their agreement calls for the erection of a large iron foundry for the manufacture of stoves. As a guarantee that the work will be successfully carried out the municipality will hold a mortgage of $3,000 on the property; the bonus to be handed over when the foundry is ready for operation.

Three boot and shoe firms have also asked a bonus from the Council of $10,000 for the establishment of a factory there.

They are to employ upwards of 70 men at a weekly wage per man of not less than $10. These applicants are: J. C. Hemond & Co., A. Laniel & Co. and G. Larin. The requests, after being briefly considered by the Council on Saturday night, were referred to a committee of Councillors Houle, Dupuis and Christin, for consideration and report. It is expected that their decision will be ready to lay before the members of the Council at its next meeting.

NEW HARDWARE STORE IN EDMONTON.

J. L. Johnson & Co., have opened a new hardware store in K. A. McLeod's new building, Edmonton, Alberta. The ground floor of the building is used as a salesroom and the basement as a workshop. The firm are preparing to carry a large stock with which to meet the requirements of Edmonton's rapidly expanding trade. Mr. Johnson has had large experience in the hardware business in Prince Albert and in Calgary, and will no doubt command a fair share of business.

AMONG THE RETAILERS.

A Good Idea in Window Display.

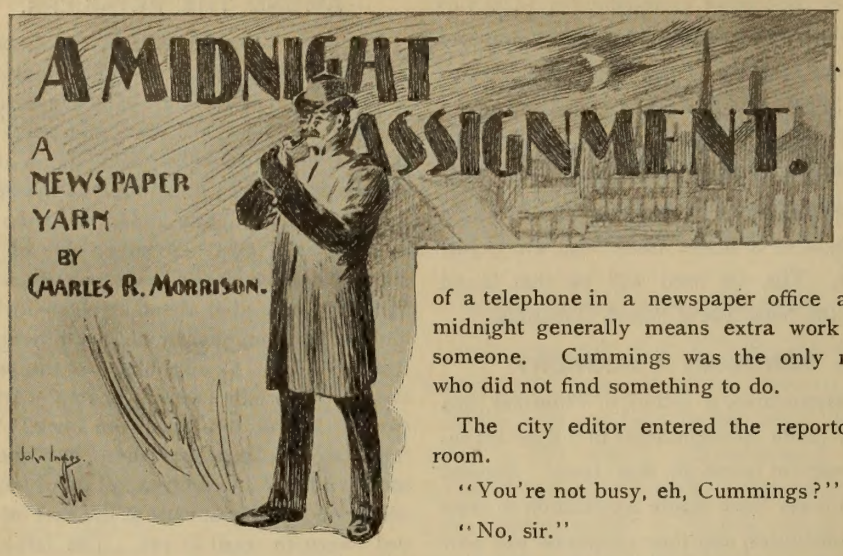
George Pearsall, Yonge street, Toronto, had this week one of the most effective ideas in window displays that I have ever seen. In the centre of his window was a stump about three feet high and nine inches in diameter, with the bark brightly gilded. On the top was a stuffed owl. At either side of this stump were two smaller ones, one about two feet high, the other about eighteen inches, and each surmounted by an owl different in size and color to the bird on the large stump. Into the central stump various carving knives and forks were stuck. The right-hand, or smallest, stump displayed a nice variety of jack-knives, all of which, as was seen by a neat card at the feet of the owl, were to retail at 25c. The left-hand stump held a number of small penknives, each stuck in the bark of the stump by one blade and holding a neat price tag on another blade. The floor of the window was covered with white flannelette, and displayed razors, spoons, forks and many other cutlery articles. The wall of the window was tastefully decorated with scissors. The effect of the display was striking, yet was so simple that the attention attracted by its originality soon wandered to the goods shown. Then, the prices on or near every article gave the spectator all information necessary in order to make a decision as to the reasonableness of the prices asked for the goods.

On a Stormy day.

There are a good many merchants who are in the habit of placing a large number of their goods on the street, in front of their shop. Some take pride in leaving goods there through wind and weather, in order to prove their wearing qualities. During the snow storm on Wednesday this week there were articles of various kinds braving a day which I would have preferred to spend indoors myself. One merchant had out a couple of stoves which were brightly polished in the morning, but which were wet and covered with snow later in the day. Another merchant had dozens of pairs of boots, half hidden in snow in front of his store. The question naturally came to me: "What is the benefit derived from putting goods on the street under such circumstances?" But an awning and a nicely dressed window do good work on a stormy day, as often people take advantage of the shelter to rest awhile, when their attention is easily directed to the window.

THE RAMBLER.

It is to be hoped that life insurance will not be the death of the Toronto Board of Trade, which a week or two ago it gravely threatened to be.



THE staff of The Daily Boomerang were all in, with the exception of Cummings and Tillotson. Each man, seated at his desk in the glare of the gaslight, was grinding out Christmas copy for the following day's special issue. In the adjoining room was seated the city editor, a pleasant, good-natured fellow, who commanded the respect and admiration of the entire staff. The chimes of the cathedral clock had just sounded the hour of midnight.

It was Christmas Day.

"Many of them, boys," shouted the city editor, "many of them."

This was a signal for general greetings. A newspaper office at any time is dismal, but on the birth of a Christmas Day it would be doubly so without these hearty expressions of good fellowship.

"Hello!" shouted Gilmore, "here's Cummings. A merry Christmas, old man," and the greeting was taken up by the other members.

Cummings paid no attention to this, and without reply seated himself at his desk and qegan filling his pipe slowly.

The boys resumed work. Little or no notice was taken as to whether Cummings had replied or not, for Bob was always a gloomy fellow and very seldom had a cheery word for anybody. He did his work faithfully and well, and when it was concluded would sit in a lounging position at his desk, pipe in mouth, his feet on the back of another chair and a magazine in his hand. His demeanor at any time was not that which at all drew one to him; on the other hand, it was repellant. But for all this, Bob Cummings was well liked by city editor and reporters.

The ring of the telephone in the outer hall started the office boy to his feet, and also aroused the members of the staff who were not working at some task, for the ring of a telephone in a newspaper office after midnight generally means extra work for someone. Cummings was the only man who did not find something to do.

The city editor entered the reportorial room.

"You're not busy, eh, Cummings?"

"No, sir."

"Well, I have just received word from Tillotson, at police, of a murder in Carghill street. A woman was found dead there a few minutes ago, and as Tillotson has that other case to look after, I think you had better take it up."

"Very well, sir," and Cummings, after refilling his pipe, left the room.

"I say, Cummings," called the chief, "make the best out of that yarn, and rush the copy."

Cummings, if he heard, made no reply, and the office was soon running quietly on as though no murder had ever taken place. A newspaper man hears of a murder with exactly the same feeling as he would a wedding in high life. They are both the same to him.

In about three-quarters of an hour from the time the chief spoke of the Carghill street murder, Cummings returned. Later, the city editor was surprised by an immense bundle of copy being thrown on the desk in front of him, and turning around, beheld Cummings passing out into the reportorial room. Bob seated himself at the desk, and continued puffing away at his pipe. A request from the next room took him back, however, to the city editor's side.

"I don't mind a good yarn, Cummings," the chief said, "but have you not rather drawn upon your imagination this time? Why, this theory as to how the murderer ended that woman's life sounds, to say the least, a little Sherlock Holmes-like. That's all very well in a novel, you know, but Sherlock Holmes will never do in a newspaper. What makes you think this? Now, Bob, listen. You say, 'There is little doubt that the murder was not premeditated, but was the result of a sudden passionate outburst on the part of the assassin.'"

"What is this word?" asked the city editor, pausing and pointing to the erasure of a word for which 'assassin' had been evidently substituted. "It looks like 'husband.'"

He regarded Cummings as he spoke, with an amused smile, and the latter, who was playing with his pipe, snapped the stem suddenly between his fingers.

"I guess it's 'husband' all right," he said, at last.

"You seem to be guessing a good deal to-night," remarked the chief; "toochum guess work altogether. Now, look at this: 'There seems to be little doubt that shortly after eleven o'clock last night the murderer entered the room of the woman, with whom he had been previously intimate, that he upbraided her with some wrong-doing, and that during the quarrel which arose he, losing control of his temper, struck her over the head with a heavy walking stick.'"

The city editor paused.

"Now, how many pages does this precious serial of yours take up?" he asked, and, glancing hastily over the copy, extracted several sheets, threw them on the table, and, turning to Cummings, continued:

"Don't you think, Bob, that you are wasting your talents in this office? Why not turn your hand to writing detective stories?"

Before Cummings could reply to this last cutting remark, the outer door of the city editor's room opened, and in walked Garrison and Payne, two of the detectives from the headquarters staff.

"Just the men I wanted to see," continued the city editor, addressing them. "Have you a vacancy over there for a good man, a regular Sherlock Holmes? What do you think of that for a theory?" and he handed over Cummings' copy.

Garrison took it, at the same time scrutinizing its author, who stood by, sullenly, and began to read. There was a long and painful pause for Cummings, during which time Payne and the city editor exchanged quick glances. Garrison's face brightened, then wore an expression of half surprise and seeming satisfaction. He looked to be enjoying it. No one seemed to have any desire to speak further. The situation undoubtedly was becoming embarrassing, for Garrison, as he read, would look at Cummings to pass some apparently uncalled-for remark, and finally ended by saying, as he handed the copy to Payne, "Well, the man who wrote that ought to know."

The city editor glanced sharply at Cummings, then back at Garrison, then at the man holding the copy.

"Perhaps Mr. Cummings could come with us and corroborate this story?" added Payne, meaningly.

"Good God, Bob!" put in the city

editor, hastily, rising to his feet and scanning the faces of the three men, "surely you know nothing of this woman?"

It seemed an age before the answer came. Then Cummings said, slowly, as though each word burned agony into his soul, "'Husband' was right, sir; she was my wife."—The Mail and Empire.

MAY NEED SUPPLIES.

MR. WILLIAM STUART, ex-captain of the Capital Lacrosse Club, Ottawa, will probably go to the Klondyke.

Major Hepman, of the 4th Royal Fusiliers, and Capt. Alleyne, of the 12th Lancers, were in Winnipeg the other day on their way to Edmonton, whence they depart in ten days for the Klondyke. The party will consist of fourteen men, including two doctors, besides the packers, drivers, guides, etc. They will have 120 horses, a number of dog teams, etc., and expect to put a number of tons of supplies into Dawson—all food and medical supplies and no liquor. After reaching Dawson they will survey the country east of the Yukon.

Mr. Sloane has returned to Montreal to settle up with his creditors. He has made a large sum of money in the Klondyke and intends returning in the spring. He can be heard of from Mr. Hopper, Board of Trade Buildings.

Capt. Barnard heads a party to the Klondyke via Edmonton in the spring.

Col. Bernier, of Quebec, starts for the North Pole on March 1.

Mr. Y. Monk, a brother of Calvin Monk, Raglan, is on his way home from the Klondyke with $80,000.

Two parties will leave St. Thomas in the spring for the Klondyke, the first headed by Mr. G. H. Kennedy, C.E., D.L.S., in March, the other in May, by Mr. G. L. Sherlock, of the G.T.R.

Mr. Percy Vosburg, dentist, Montreal, leaves for the Klondyke in the spring.

Mr. Hopper, Board of Trade Buildings, Montreal, is getting up a party to go to the Klondyke early in the spring.

Joseph Ladue, the founder of Dawson City, is in Ottawa again. He is there to see the Department of the Interior in regard to the issue of patents for the land which is now held by the Joseph Ladue Mining Co. With him are John B. Riley, ex-United States Consul General here; Hon. Smith M. Weed, of New York, and Thomas N. Conway, of Plattsburg. Mr. Ladue counsels the use of the Dalton trail as the most practicable at this time of year.

Several young men are arranging to start from St. John, N.B., for the Klondyke gold fields in the spring. The Messrs. O'Mara, mining engineers, have been chosen by a company of influential men to venture to the gold fields.

THE SHERWIN-WILLIAMS COMPANY

have been making paint for more than thirty years. During all that time they have done nothing else. They began in a small way, but with a fixed purpose, and a strong determination to make the very best paints in the world, and nothing else.

The best thought, the best ability, the greatest skill obtainable have always been employed in every department of the business. Quality all through has been the one earnest thought, and the one great object sought after.

It is due to these things that

THE SHERWIN-WILLIAMS PAINTS

owe their great and wide spread reputation. Their success is founded on merit. The result of doing one thing better than any one else.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

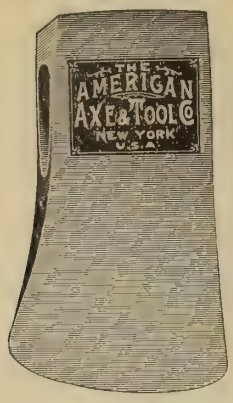
CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

PRIMITIVE METAL WORKERS.

The earliest miners and metal workers of whom we have record, says Self Culture, were the Aryan peoples of Euro-Asian origin, who, though of pastoral and arboreal habits, were familiar with the metals and worked with them—at least with the metals gold, silver and bronze. Chaldeans and Assyrians, as we now know from the cuneiform inscriptions which go back 3,000 B.C., were undoubtedly expert in the use of metals, while the Egyptians had an intimate knowledge of the arts and sciences. In the brick and other inscriptions recently discovered artisans are seen at work with curious details of their methods and tools. Potters, indeed, had attained eminence in their art, and the Egyptians had certainly a knowledge of chemistry, as the samples of their glass blowing and the stone pictures of tools, forceps, blow pipes, etc., prove. Gold was largely used at an early period—between 4,000 and 5,000 B.C., as we find from some newly discovered and ingenious weighing balances. Many centuries older than the pyramids, which date from 50 to 60 centuries back, we have examples of engineering in Memphis which could not have been constructed without tools and necessarily an acquaintance with metals. The word "metals" is of Semitic origin—the Hebrew word "metals," to forge, indicates an early acquaintance with the fusing of ores and the malleability of metals. How these early primitive people discovered the uses of things must, of course, have been through their wants and needs, particularly after they left pastoral and tent life and began to build cities. The Arabs are credited with being early acquainted with the alloys, though alchemy, as a science, dates only from the sixteenth century.

OUTLOOK IN THE NORTHWEST.

Among the travelers returning east on Sunday were Mr. Sanderson, a member of the wagon-manufacturing firm of Adams & Sons, Paris, Ont., and Mr. Bell, of St. George, Ont., a member of the implement firm of Bell & Sons in that town. These gentlemen have been through the west, visiting the various agents of their firms, and report collections as very encouraging, particularly in the Territories. The outlook for business in the west is very gratifying to all Ontario manufacturers, as every agent is looking forward to an increased spring trade in his district.—Free Press, Winnipeg.



The American Axe & Tool Company

MANUFACTURERS OF

Axes, Adzes, Hatchets, Mattocks, Picks, etc.

T. C. COLLINS
No. 10 St. John St., Montreal
Agent for Canada.

253 Broadway
NEW YORK

Catalogues and Price List on application.

AN OUTFIT FOR THE KLONDYKE.

MR. J. E. CHIPMAN, a commission merchant of Vancouver, B.C., has issued a circular containing much interesting information about the gold fields of British Columbia and the Yukon and the easiest way to reach them. Speaking of the outfit required by a miner who intends going to Klondyke, the circular says:

The following outfit will be about an average required by a miner or prospector going into the Yukon. Of course, it can be made much less, or more, according to the requirements and intentions of the purchaser, as to the length of time he intends to remain in the country, etc.:

PROVISIONS.

150 lbs. crackers (assorted)	10 lbs. evaporated onions
200 " flour	75 " granulated sugar
100 " beans	1 " black pepper
35 " Nirvana Ceylon tea	1 bottle red pepper
50 " Australian tinned beef	15 lbs. salt
	6 doz. yeast cakes
150 lbs. Australian tinned mutton	10 lbs. baking powder
	75 " rolled oats
10 lbs. Australian curried mutton	4 bars castile soap
	1 case matches
10 lbs. Australian spiced mutton	1 box candles
	2 lbs. acid for vinegar
5 lbs. Australian sheep's tongues	1 doz. extract of beef
	10 lbs. dried beef
50 lbs. bacon (fat)	1 lb. mustard
50 " evaporated apples	½ doz. lime juice
50 " " potatoes	

N.B.—Australian frozen mutton, fresh and fat (the fat being so desirable and necessary in the far north) can be transhipped all through that northern country from November till April, frozen hard and fresh.

CLOTHING.

2 pairs snow-proof gum boots	1 fur cap
	3 pairs best overalls
1 pair water-proof shoes	1 piece mosquito netting
2 pairs moccasins	2 pairs wool mittens
2 pairs 10-lb woolen blankets	2 pairs buckskin mittens
	6 cotton handkerchiefs
2 suits best underwear	2 pairs Alaskan stockings
6 pairs socks	2 heavy overshirts
1 mackintosh	2 pairs heavy wool trouser
1 wool cap	1 oilsheet.

HARDWARE.

1 shovel	1 whipsaw (complete
1 pick and handle	20 lbs. wire nails
1 axe and handle	5 " pitch
6 extra hickory handles for above	2 " oakum
	1 brace and bit
2 gold pans	1 calking iron
2 frying pans	1 jack plane
1 sheet iron stove and pipe	2 files
	1 package of rivets
Fish hooks and lines	1 " wood screws
1 enamelled teapot	1 draw knife
2 fibre buckets	1 chisel
2 camp knives and forks	1 tape line
2 " plates	1 bean pot
3 " spoons	1 lantern
1 pack strap	Sail needles
1 sheath knife	2 enamelled cups and mugs
1 compass	1 fibre wash basin
150 feet ⅜-in. rope	1 tent
1 handsaw	

The above would cost in the vicinity of $200, more or less

AN ENTERPRISING SALESMAN.

A well-known uptown hardware dealer has in his employ a brother, who is a hustling salesman, says The Troy Daily Record. A few days ago a customer came in the store and made a purchase of some hardware, and after paying for it, began to inspect the stock of stoves on hand. He was intently gazing on a parlor stove of beautiful design, when the hustling clerk came forward and said: "That's a nice stove." The customer agreed with him, and the clerk proceeded to induce him to buy one, by asking him how he would like to have it. The customer said he was well supplied at present, and in reply to a question of the clerk said he used an A——. "An A——?" repeated the clerk; "why, my dear man, you should have an Andes in your house. They are the greatest fuel savers in the world." Taking his derby off his head, he continued: "You could put a block of wood in that stove the size of this hat and you would get all the heat you wanted out of it for thirty-six hours, and the next day you could take it out and sell it for charcoal." The customer took one look at the clerk, picked up his bundle and made a double quick exit from the store.

LOW COST OF STEAM POWER.

A correspondent of Science sends that journal the following:

The cost of power in New England cotton mills has been of late the subject of some discussion in technical and lay journals. The lowest cost yet reported, with one exception, is that given by Mr. Sheldon for the case of a mill which, paying $1.76 per ton for coal, obtained the horse-power for a total cost per annum, including all items on the treasurer's books, interest, depreciation, taxes, etc., of $11.64. This figure was challenged and compared with the items generally given for other classes of engine, which are usually two or three times as great and often much more. But the latest report comes from the Warren Steam cotton mill, where an engine of 1,950 horse-power, a cross compound condensing machine, with cylinders 32 and 68 inches diameter, and of 5-foot stroke of piston, making 74 revolutions per minute, steam at 155 pounds at the boiler, supplies power at the cost of 1.35 pounds of coal per horse-power hour. The engine was designed by Edwin Reynolds, the boilers built by the Heine Company. The following are the figures certified to Dr. Thurston by the treasurer of the mill. The engine replaces a quadruple expansion engine, destroyed by fire after seven years of excellent service. The change illustrates the fact that the cost of the higher grade of machine may more than compensate its exceptional economy, a fact which has only in late years come to be recognized.

In the following table of the costs of the new engine the figures come from the treasurer's books. Coal costs $2.26 per ton, and the account includes all costs of all steam used for all purposes, including banked fires, nights and Sundays, and that supplied the mill.

The following is a tabulated statement of the cost of power:

Fuel per horse-power per year of 3,070 hours	$4 70
Labor	1 88
Supplies and repairs	42
Total operating expenses	$7 00
Interest, at 5 per cent	2 05
Depreciation, at 5 per cent	2 05
Taxes	41
Insurance	04
Fixed charges	$4 55
Total cost of power per year	$11 55

According to The Providence (R. I.) Journal: "This is lower than anything yet found. It is due to the large size of plant, which reduces the labor and supply account per horse-power, and to low cost of fuel and insurance and low cost of plant, on account of its size. The cost of plant includes a Green economizer, chimney, boiler house, engine house and foundations—all first-class—and water tube boilers, whose depreciation ought not to be over 2½ per cent. If steam used for other purposes than power were deducted it would reduce the fuel 10 per cent., or 47c. per year, per horse-power, making the total $11.08. There is no way of separating this amount from the total in the regular accounts."

So far as known, this is the lowest cost of steam power in any New England textile mill. The tons fuel per horse-power per year is 2.08—the lowest noted; others run about 2.20 tons per horse-power and upward.

H. S. HOWLAND, SONS & CO.

37 West Front Street

Toronto.

JUST TO HAND...

Following sizes and numbers :

Spring Skates

HALIFAX PATTERN

No. 5. Ordinary Quality.....Sizes 9, 10, 10½, 11, 11½, 12 in.
No. 7. Best Quality .....Sizes 9, 9½, 10, 10½, 11, 11½, 12 in.
No. 10. Nickel Plated.....Sizes 9, 9½, 10, 10½, 11, 11½, 12, 12½ in.
No. 13. Nickel Plated and Concaved.....Sizes 8½, 10, 10½ in.

Hockey Skates

No. 510. Crescent Hockey....Sizes 8, 8½, 9, 9½, 10, 10½, 11, 11½, 12 in.
No. 531. Best Quality, Full Polished,
Sizes 8½, 9, 9½, 10, 10½, 11, 11½, 12 in.
No. 532. Best Quality, Nickel Plated,
Sizes, 8½, 9, 9½, 10, 10½, 11, 11½ in.
No. 764. Ideal Puck Stopper, Full Plated and with Concave Blades,
Sizes 9½, 10, 10½, 11, 11½, 12 in.

ORDERS FILLED PROMPTLY.

H. S. HOWLAND, SONS & CO., 37 West Front Street, TORONTO

Compliments of the Season.

THE CHAMPION MEAN MAN.

IN THE cloakroom of the House the other day a warm discussion was in progress, says The N.Y. Tribune.

"I bet you a hat," said a member from the south, "that the meanest man in the world lives in my district."

"Taken," said a venerable politician from the west; "go on with your story."

"Well," began the M.C. from the south, "one of my constituents, who is a grocer, it so mean that if you pick up a cracker in his store he expects you to lay down a copper for it. At one time he was anxious to obtain the contract to supply our city almshouses with groceries. I was one of the aldermen, and he needed my vote. He dropped in one evening to see me concerning it, and when he left my son Dan and a college chum of his fell to joking about Z's stinginess.

"'But,' said the chum, 'he can't afford to be mean with you now that he wants your father's influence.'

"'He can't!' answered Dan; 'I'll lay you a pretty wager that if I should take old Z. an order from my mother amounting to $20 and should help myself to a pickle on the way out he would charge for the pickle on the monthly account.'

"'Done,' said the chum, and together they went to the shop, my son Dan carrying with him a large order for groceries, which he read off to Z.

"'Nice pickles, these,' said Dan, as he passed out of the door, 'think I'll take one,' helping himself out of the barrel as he spoke.

"'Help yourself,' called out the grocer cordially, but on the next bill, rendered at the foot of the order for $20 worth of groceries, was the item: 'One pickle to Dan, one cent.'"

"Did you vote for him as contractor," all the members assembled asked in a chorus, but their brother from below Mason and Dixon's line refused to answer this personal question.

"You've lost," said the politician from beyond the Mississippi, "my man is the meanest. I'll tell the story: There is an old brewer in my district who is noted from one end of the state to the other for his stinginess, and while he has made a large fortune by brewing he has never been known to give a glass of beer away. I am rather proud of my persuasive powers, and, feeling sure that I could wheedle a drink out of the old man, made a wager to that effect with one of my political lieutenants.

"We drove together, for I was anxious to have a witness of my triumph, to the old man's place. He was a gardener and a florist in a small way, and for amusement and to get him in good humor I walked with him over his demesne, praising his vegetables, his flowers, his stock, his poultry, his children and his wife. Finally, feeling that the time was ripe for an effort, I said:

"'And I understand, Jacob, that you make a very fine beer, the finest that is made in the state.'

"'Dot is so, dot is so,' acknowledged Jacob.

"'They tell me,' continued I, 'that the Hofbrau in Munich would be glad to exchange its recipe for yours and has offered a prize to anyone who will procure it.'

"'Is dot so? Is dot so?' asked the brewer excitedly. Then to his wife, 'Rosa, bring me von glass of beer.'

The beer was brought, foaming over the sides of an old-fashioned stein. I turned to my companion in triumph, and he showed evidence of great dejection. Jacob looked proudly at the mug, then at me and back at the mug again. Finally, he put it to his lips and drained it to the bottom at one draught. When he had finished he handed the mug to me.

"'Vell,' he said, 'ef you don't pelief I mak gut beer you just smell dot jug.'"

NEW OFFICERS.

The Montreal Wholesale Hardware and Metal Association at its annual meeting on Tuesday last elected officers for the ensuing year as follows:

President—G. E. Drummond (Drummond, McCall & Co.).

Vice-President—J. B. Learmont (Caverhill, Learmont & Co.).

Treasurer—Jas. Pyke.

Directors—Chas. Cassills, F. Caverhill, R. Gardiner and J. E. Letang.

NATURAL STONE WATER FILTER.

The Coles Manufacturing Co., Philadelphia, Pa., have now on the market a natural stone water filter which will clarify the muddiest water, is easy to clean and runs fast. The smallest filter, No. 0, fits right on the tap and has a capacity of 5 to 10 gallons per hour. It retails at $2 to $2.50, with extra stones, 50c. The largest size, No. 40, with a capacity of 40 to 50 gallons per hour, cost $8.50 for the galvanized and $12 for the nickel-plated. The larger sizes all have two spigots, the upper for filtered, the lower for unfiltered water.

PERSONAL MENTION.

Mr. J. H. Lyons, formerly with M. & L. Samuel, Benjamin & Co., Toronto, but now western representative for Sidney, Shepard & Co., Buffalo and Chicago, spent his Christmas holiday in Toronto.

TRADE CHAT.

THE Toronto, Hamilton & Buffalo Railway Co. will henceforth purchase its supplies along the line as far as possible instead of at Detroit.

The Polson Co. will construct a large passenger steamer for the Brockville Navigation Co., for $10,000.

A number of locomotives on the same model as the new Baldwin locomotive will be built at the locomotive works, Kingston, Ont.

The Wilkinson Plough Company closed down their works Saturday for the annual stock-taking, during which time a fine powerful new engine will be put in. The factory will resume operations on Monday, January 3rd.

An ingenious curtain pole has been devised. It is hollow, with a slot running lengthwise on the under side. From this slot depend the rings, mounted on balls, which roll inside the pole when it is desired to open or close the curtains.

The work of constructing the new six light-draught steamers ordered by the C.P.R. to ply in Alaskan waters will be commenced by the Bertram and the Polson companies the first week in January. The steamers will be of wood, plated with steel, and will have a length over all of 156 feet, with a beam of 30 feet.

The brush factory belonging to Geo. Thompson, at the corner of Robie street and Quinpool road, Halifax, was entered by a burglar the other night. An entrance was gained through a cellar window. The thief broke the window and made his way to the office upstairs. He rifled the drawers of several desks and broke open the cash box and took what money there was in it amounting to about $2. The footmarks of the burglar are plainly visible on the coal in the cellar. About one month ago the barn belonging to Mr. Thompson was entered by a thief and a set of harness stolen. Two weeks ago a rug was stolen from the back of Mr. Thompson's horse when standing on Brunswick street.

"RAMBLER" AND "IDEAL" BICYCLES.

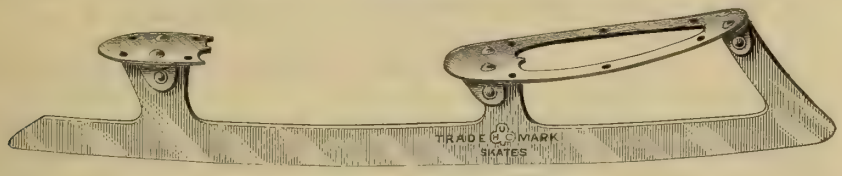
Bertram, Wilson & Co, of Toronto, will, during the coming season, push the high-grade "Rambler" bicycle made by Gormally & Jeffery, Chicago, one of the oldest bicycle manufacturing firms in the United States. In the way of moderate-priced wheels they will handle the "Ideal" made by the Selby Cycle Manufacturing Co., of Selby, Ohio.

Enameline stove polish should be standard shelf goods for the dealer.

UNION HOCKEY SKATES

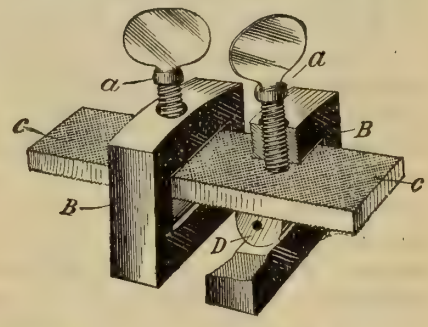
These goods will be found to be beautiful in design, finish and workmanship. The points of excellence are: **STRENGTH,** which is guaranteed. **WEIGHT,** which is light. **PROPER LINES** to fit sole of boot. **CORRECT EDGE** of blade, which insures power and speed. **HEIGHT and HANG** for ease of stroke and cutting corners.

Plain Runner, Straight.



Plain Runner, Curved Blade.

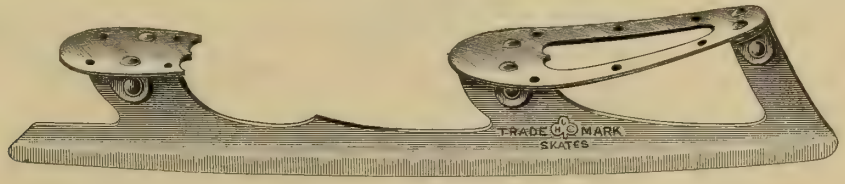
UNION SKATE SHARPENER



THESE PATTERNS MADE IN ALL VARIETIES OF FINISH AND QUALITY

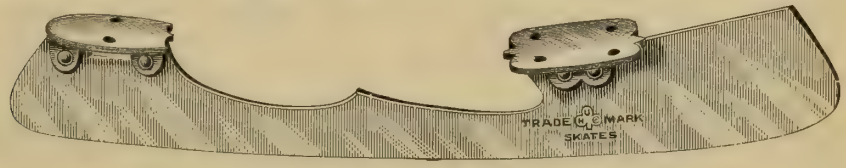
Ribbed Runner.

UNION CLUB SKATES



Ribbed Runner, Curved or Rocker Blade, for Ladies.

THE LARGEST AND MOST COMPLETE LINE ON THE MARKET.



Victoria Club Skates.

Write for circular for full information for importing or we will tell you where they may be obtained in Canada.

UNION HARDWARE CO.

New York Office:
95 Chambers Street

TORRINGTON, CONN., U.S.A.

Merchants should sell popular goods; goods that their customers know all about; goods that their clerks don't have to spend precious time talking up.

THAT IS WHAT

Enameline

The Modern STOVE POLISH.

is. Hundreds of thousands of Dollars are being expended yearly to educate the public in regard to Enameline. It sells on sight. It puts dollars into the pockets of dealers who handle it.

WINDOW DRESSING.

By R. O. Fielding, Hamilton.

WINDOW dressing is now generally recognized as an important factor in the retail store. Men of more than ordinary intelligence are filling the position of window dresser or trimmer.

The "eyes" to a merchant's store is his window, therefore it should be made as attractive and inviting as possible. Too little attention is, as a rule, given by hardwaremen to this advertising feature of their business. It is true there are no goods so difficult to attractively display as those found in the hardware store; it requires greater natural aptitude, more study and practical experience to be successful in this line, which is all the more reason why this branch of the business should have more life put into it.

The window shows the class of goods for sale, and is the great exponent of value. It is an advertisement of the store and goods. The problem is to so artistically and practically dress the window as to attract and please the passer-by and lead him to purchase or think of purchasing. The window must say "stop and look." Next to an attractive newspaper notice a well-dressed window is the best kind of an advertisement; it makes people talk.

"By my scouts I was advertised."—Shakespeare, Henry vi.

A window that sells the goods is one that comes up before the mind's eye of a would-be purchaser, therefore the display should be such that the impression created is lasting.

". . strive to intercept and guide . .
And in its eye more closely they come back."—Dryden.

An attractive novelty in the window will not only bring people to the store, but will prove a talking advertisement. Some mechanical arrangement, some startling novelty, something out of the conventional style is sure to attract and draw attention to the goodsdisplayed. Let the merchant invest in a few simple means of attraction and beautifying his wares, some Japanese fans, umbrellas, storks, a lot of dried moss, some trailing vines, Brownie figures, flags of all nations and the like, and he will be surprised at the rapidity with which it will elevate the tone of his business.

"Then consider what scope the 'business' of the scene gives to the purpose."—Henry Irving.

Always introduce something in the centre—a striking centre-piece, so to speak—of any display. Never crowd a window. It is a grave mistake to fill a window with a heterogeneous collection of goods. It may be a fine exhibit of first-class goods, but is too confusing a mass to make any impression on the observer. The artistic arrangement of a few goods will prove more attractive than a crowded window. The best results are obtained by taking one article or one class of articles and make a really great display.

Keep the window trimmed up to date, that is, commemorate festivities, celebrations, national holidays, etc., with appropriate displays.

A well-dressed window is made doubly attractive by a well-written and well-made price or show card. A good display card is a "silent salesman." There is more eloquence and beauty in an alluring price or show card than in almost anything else, apart from the goods. Let the wording be crisp and catchy, and do not put too much on each card. People have not the time or inclination to read more than a few words. If the goods are well known and price low, make the price prominent. One legitimate bargain announced by a modest card makes more of an impression than a window full of different lots of goods. Such an array of reduced goods, besides being confusing, is apt to shake the faith of the people in the veracity of the house.

"Next to the pleasure of buying a bargain for one's self, is the pleasure of persuading a friend to buy it."—Lamb's Letters.

A good background is just as essential as the display itself. They are best made from cheesecloth, tastefully draped in colors to harmonize with the display.

The successful window must not only be a good salesman, but an advertising agent as well. People who do not read the advertisement see the windows, and many people who read the advertisement and wish to buy the things advertised walk past the windows of the store before going in, to see the goods displayed.

When trimming your window, put up a blind or curtain, on which put some short, pithy advertisements.

CLOSED FOR ENLARGEMENTS AND REPAIRS.

The four factories of the Nicholson File Co., Providence, R.I., closed their producing departments on Friday, Dec. 24, for a period of nine days, till Jan. 3, in order to effect certain necessary enlargements and repairs. The executive and shipping departments remain open to provide for the continued prompt despatch of all orders received. Extensive additions are being made to the inside equipment of the factories, while the buildings also are being considerably enlarged. The capacity of the Nicholson plant at Providence, where is manufactured the Nicholson brand, will be brought up to where it can more readily meet the demand, while the works at Pawtucket, R.I,, and Beaver Falls, Pa., where are made the well-known American and Great Western brands respectively, will be enlarged to admit of a greater production. The company plans to be in a position where it may produce an average of over 70,000 files daily after Jan. 1. The increased domestic and foreign demand rendered these changes necessary.

THE LATE MR. FAIRMAN.

At its meeting last week the Montreal Metal and Hardware Association adopted the following resolution regarding the late Mr. F. Fairman: "The members of the Montreal Metal and Hardware Association regret to note the death of their late confrere, Mr. F. Fairman, and in doing so desire to bear testimony to his business ability, his uniform courtesy, and his many other estimable qualities."

How to Make Money in January

Very few dealers count on making money in January, not having saleable goods. We offer

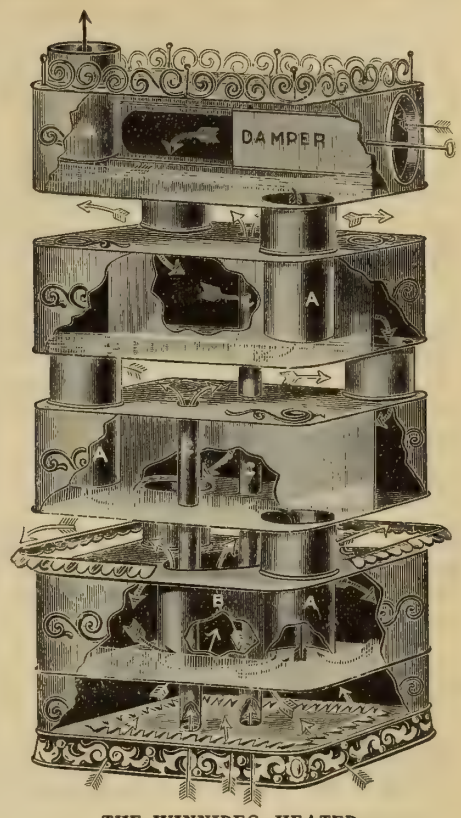
THE WINNIPEG HEATER

as a business builder and money getter for the next six weeks. They will double the heating capacity of any stove without increasing consumption of fuel.

Live dealers are making big money by putting them in on approval, as they "sell themselves" when people see the good work they will do.

Will send sample Heater to live dealers for $5.00. (Retail price $10.00.)

Send for testimonials.

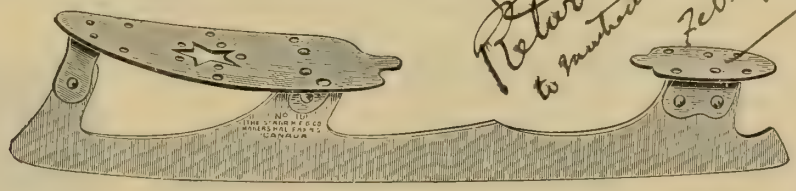


THE WINNIPEG HEATER.

Metal Shingle & Siding Co., Limited, Preston, Ont.

FIGURE SKATES

The Mabel Davidson



Returned to manufacturer's office Feb. 9/17

Gotten up to enable the most difficult evolutions to be readily and easily executed.

Used by **Miss Mabel Davidson,** the Champion Lady Skaker of the World.

THE HIGHEST QUALITY ONLY

The STARR MANUFACTURING CO., Limited

T. L. PATON, Resident Agent, MONTREAL

Dartmouth, Nova Scotia

THE DRUMMER MET HIS MATCH.

A WESTERN paper tells the story of how a drummer met his match in a little country girl.

She was a sweet, shy, innocent little village maiden, and she seemed somewhat flurried as she stepped into the grocery store where our city drummer was lounging.

The clerk knew her, and while he did up her parcel of tea, he asked her if she was not afraid to walk home alone so late at night. She asked the clerk nervously if it was so very late. When he assured her that it was but just 9 o'clock, she took the parcel and hurried away.

The city drummer, looking on, thought to himself, "It really is too bad for such a pretty little girl to walk home alone." So, throwing away his cigar, he skipped out, and overtook her just as she was turning a dark corner.

"Wouldn't you like some company?" he asked, graciously offering his arm.

"But I don't know you," she said, hesitatingly.

"Don't you? Why, I'm an old friend of your father's."

"Indeed!" she replied, but she did not take his arm.

They chatted pleasantly along, he asking many questions about her home, etc. He learned that her father was an invalid confined to his room, and that her brother was absent from town.

They soon came to a neat and somewhat pretentious cottage, and, pausing at the gate, she timidly asked him to come in.

Charmed with her shyness, and believing the coast entirely clear, the unsuspicious drummer accepted the invitation. She showed him into a tasty little parlor, then she asked to be excused for a few minutes. As she passed out of the door a smile hovered about her lips, but the drummer did not see it.

Passing down a little hall she tapped lightly at another door, which was opened by a gentleman of a decidedly ministerial aspect.

"Mr. C.," she said, "there is a gentleman in the parlor who seems to be a very anxious enquirer; won't you go and talk to him?"

"Certainly, my dear," answered her pastor, who was as prompt to improve an opportunity to attend to his business of saving souls as men of different callings are to drive sharp bargains. He hastened to the parlor, glasses and all, and grasped the drummer warmly by the hand, exclaiming, heartily:

"Glad to see you, my friend, very glad to see you."

The drummer stared at the old gentleman in astonishment, and wondered vainly who he was and why he was so very glad to see him.

The minister drew a chair close beside him, and laying one hand on his knee, began very earnestly:

"Our young friend tells me that you are an anxious inquirer. I am always glad t o talk with any one who is interested in matters relating to the welfare of the soul."

The minister paused for a moment, and the drummer began to turn hot and cold.

"Have you ever made any profession of religion? Do you belong to any church?" the minister asked encouragingly.

"N-no," stammered the drummer, out loud. "Confound that girl!" he muttered under his breath.

The minister began to see that he was not getting on, and noticing the drummer's disturbed manner remarked:

"Something troubles you, my friend. Can you not confide in me? Perhaps I can relieve your doubts and fears."

"I—I think I'd better go." the drummer said, rising and vainly trying to guess which door he came in at.

"Let us have a season of prayer together," said the minister; and, suiting the action to the word, he kneeled down by his chair.

Not having decided which door he came in at, and not daring to risk meeting that "confounded girl" by opening any other, the drummer had nothing better to do than to submit to the novel experience of hearing himself prayed for.

As soon as the prayer was ended, he again essayed to go, but Mr. C. bethought himself of the "girl," and, stepping to the dining-room door, called:

"Wife, has Lettie gone?"

"Oh, yes; she did not stay. Willie went with her, and he's been gone long enough to get back."

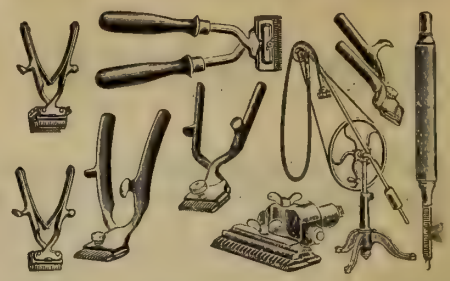
At last the minister showed the discomfited drummer to the door, shook him warmly by the hand, hoped to meet him again, and let him out into the free air once more.

As he passed out of the gate he heard a subdued giggle, saw two figures dimly outlined against the sky, and a boy's voice remarked:

"I wonder if pa converted him?"

The "anxious inquirer" isn't anxious to inquire after the innocent young maidens of the town any more.

The composition offer of McKenzie & Campbell, general merchants, Kirkfield, who assigned to E. J. Henderson, will be accepted. The offer is 40c. on the dollar at one, three and four months.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG CO, Worcester, Mass.** Catalogue on application.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods.

THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

PATENTS
PROMPTLY SECURED

Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS,
Temple Building, 185 St. James Street, Montreal.
The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively
Mention this paper.

FRESH STOCK JUST RECEIVED

OF THE FAMOUS

Alexanderwerk Meat Choppers

Last longer and cut cleaner than any others. . . .

Wood, Vallance & Co.
HAMILTON

Mr. Gibson's Special Offer.

BEFORE this issue of HARDWARE AND METAL reaches its readers 1897 will have passed away, as thousands of other years have done before it. The question for each one of us to consider, as business men, is: What have I accomplished during 1897? Is my business in better condition than it was this time a year ago? Am I maintaining my position in respect to my competitors, or are some of them distancing me in the race for business supremacy? In other words, am I keeping in touch with the progressive business methods of the day? Those who are unable to answer these questions in the affirmative may well look forward with apprehension to what 1898 has in store for them.

PLANS FOR 1898. Perhaps you have plans for betterment for 1898. Maybe you have decided that you have been giving credit too freely and that you will be more careful in the selection of risks. Perhaps you have been too slow in collecting, and you have made up your mind to turn over a new leaf in this respect. Or possibly you have concluded that the credit system is all wrong, and that you will abolish it altogether so far as your business is concerned. Then, again, it may be your advertising which you are dissatisfied with. It may not pull as it ought to. Maybe it is dull and commonplace. Perhaps it is not so good as is your competitors'. These faults may arise from the fact that you are a very busy man and have'nt time to properly attend to it. Or maybe you feel that advertisement making is not exactly in your line of things, and you approach the writing of an advertisement with diffidence and distaste.

I OFFER MY SERVICES. I am in the business of preparing advertising matter for other people. I have been in this business for years. It is one of the most useful businesses in the whole world. I don't know as much about your business as you do yourself, and you probably don't know as much as I do about mine. But we can perhaps be of service to one another. You want to do better advertising and I want more clients. Not many—only a few more. The thing for us to do is to get together.

If you will send me one to three of your recent advertisements I will look over them carefully and write you a letter of criticism and advice for the nominal fee of one dollar. In my reply I may be able to give you advice worth thousands of dollars to you. In sending these specimens of advertising it will materially help things along if you also send me some samples of your chief competitors' advertising. I would also like to be in possession of the chief facts about your business—how long it has been established, exactly what lines of goods you handle, whether it is a cash or credit business and so on. Don't be afraid to write me fully. The more information I get the more service I can be to you.

This offer is only for Canadian merchants. It only holds good for this month and next (December and January.) Address

F. JAMES GIBSON

134 East 16th Street - - NEW YORK.

Henderson & Potts

NOVA SCOTIA PAINT AND VARNISH WORKS

HALIFAX, N.S. and 747 Craig St., MONTREAL

Manufacturers of

The ANCHOR Brands

-- OF --

—WHITE LEAD AND ZINC
—COLORED PAINTS
—READY-MIXED PAINTS
—OIL AND VARNISH STAINS
—VARNISHES AND JAPANS
—DRY COLORS
—MARBLEINE WALL TINTS
—COACH COLORS

Sole Agents for the Dominion for

BRANDRAM BROS. & CO. - LONDON, ENGLAND

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 31, 1897.

HARDWARE.

THERE has been little change in shelf or general hardware during the past week, and business, as a rule, continues quiet. A slight movement is noted in cutlery, skates and some lines of small goods, such as screws, wire, nails and bolts, but is is inconsiderable and no genuine activity is looked for until after the holidays.

BARB WIRE—Continues quiet and unchanged with prices nominal at $2.30 f.o.b. Montreal.

PLAIN WIRE—Trade continues quiet and discounts unchanged at 30 and 10.

WIRE NAILS—There have been some orders received, but for very moderate quantities. The basis of sale is unchanged at $1.90 f.o.b. Montreal.

CUT NAILS —No large orders are noted, enquiry being of a hand-to-mouth character. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Discounts are unchanged at 50 per cent. and trading very light.

HORSESHOES—Continue much the same, only a moderate demand being noted. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50 ; toe-weight steel shoes, all forward, $5.50.

SCREWS—There is a quiet trade doing. Discounts are: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10 ; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE —Discounts 12½ per cent.

BOLTS—There is a moderate enquiry with discounts : Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS, ETC.—Business quiet and discounts unchanged : Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES—Steady as last quoted : 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off ; best Canadian makes, 70 per cent. off.

CORDAGE—There is little activity to report. We quote : Sisal, 7-16 and upwards, 6¼c.; ⅜, 6¾c.; 5-16 and ¼, 7¼c., and 3-16, 7¾c.; manilla, 7-16, 7¼c.; ⅜, 7⅞c.; 5-16 and ¼, 8¼c., and 3-16, 8¾c.; lath yarn, 6c.

CHURNS—No change to report, business ruling quiet.

CLOTHES WRINGERS—Business slow and values unchanged.

SPADES AND SHOVELS—Quiet, with discounts the same.

SKATES — There is a fair demand for skates, but new orders are rather lighter than many jobbers expected.

SLEIGH BELLS—Without special feature.

CUTLERY—A fair sorting trade is noted in both table and pocket cutlery.

BUILDING PAPER—There is little business doing and prices are unchanged. We quote : Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES — Business moderate and prices steady. We quote : Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.; 12 inch up, $2.50 per 100 lbs.

SHOT — Continues steady. We quote : Dropped, 6c.; chilled, 6½c., and buckshot, 7c., less 12½ per cent.

CEMENT—There is very little business doing and prices are steady at $2.15 to $2.25 for English, and $1.95 to $2.10 for Belgian.

FIREBRICKS — Unchanged at $17 to $21 per 1,000 as to brand.

METALS.

There is only a quiet trade doing in heavy iron and metals, and values all round are quotably unchanged.

PIG IRON — Steady, with little to report. We quote : No. 1 Hamilton, $16.50 ; No. 2, $15.50 ; Ferrona, $16 ; Siemens, $16 ; Summerlee and equal brands, $18 to $18.50.

BAR IRON—Trade is slow and though jobbing prices are unchanged it is claimed that offers on round lots have been shaded. We quote $1.45 as the jobbing basis.

BAND IRON—Continues as last reported, sellers asking 35c. advance on bar iron per 100 lbs.

HOOP IRON—There is no life to report, and prices are unchanged at $2.

SHEET IRON—Business continues quiet. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70 ; 18 to 20 gauge, $2.30 to $2.40 ; 22 to 24 gauge, $2.25 to $2.35 ; 26 gauge, $2.30 to $2.40 ; 28 gauge, $2.45 to $2.55.

SHEET STEEL—Quiet and steady as follows : 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55 ; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50 ; 26 gauge, $3.75.

GALVANIZED IRON—There is little activity to report and few case lots have been asked for. We quote : Queen's Head, No. 28, $4 to $4.15.

Klondike Supplies

Nestable Stores and Furniture
Miners' Supplies
Gold Pans, etc., etc.

Special Catalogue on application.

FOR PROMPT SHIPMENT ORDER FROM McCLARY'S

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver

OLIVER

BARBED ANNEALED GALVANIZED **WIRE** NAILS STAPLES FENCING

COMPANY

Pittsburgh, U.S.A.

The only manufacturers in the world who absolutely control the production and reduction of all the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.

Canadian Agents ... Montreal

Fire Bricks

Drain Pipes

Contractors' Supplies

F. HYDE & CO.

31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Lim
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

TINNED IRON—Prices are unchanged, the base price being 5½c. for 6 x 30 No. 24; other sizes the usual extras.

LEAD PIPE—Business continues quiet and prices steady at 7c. for lead pipe, and 7½c. for composition waste, with a discount of 27½ per cent.

PIG LEAD—A few small lots have been asked for, and prices are steady at $3.85 to $4.

INGOT TIN—Business continues flat, with prices unchanged at 16c.

INGOT COPPER—Trade remains quiet, with values the same at 12c.

SHEET COPPER—Very little doing. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—There are only a few small lots of these asked for, and prices are unchanged at $2.10 to $2.25.

TIN PLATE—Trade remains quiet with prices steady. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway grade, $3.25; do, I. X., $3.90 to $4; P. D. Crown, I.C., 3.80; do. I. X., $4.80.

TERNE PLATES—Quiet and steady at $6.

COIL CHAIN—A few new orders are reported this week, but demand on the whole is light. We quote $2.85 for ⅝ up.

SHEET ZINC — Quiet and steady at 5 to 5¼c.

SOLDER—As last reported at 11 to 11½c.

SPELTER — Dull, as last quoted at $4.50 to $4.70.

ANTIMONY—Without feature at 9½c.

IRON PIPE—There is very little doing in iron pipe. We quote as follows: Black pipe, ¼-inch, $2.05; ⅜-inch, $2.05; ½-inch, $2.40; ¾-inch, $2.85; 1-inch, $4; 1¼-inch, $5.15; 1½-inch, $6.65; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

GLASS.

There is a moderate enquiry for window glass and prices are firmly held. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

There is still very little business doing, and no change in prices to report. Travelers will be going out early in January, and, as stocks are believed to be light, there is a fair prospect for sorting business early. Linseed oil and turpentine continue firm at quoted prices. Seal oil is firmer as stocks here are very low, and the same remarks apply to cod oil.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50.

"A Prosperous New Year

TO ALL OUR FRIENDS."

●●●

We have mailed our Annual Calendar which we hope has arrived in good order, and that you will give it a prominent place in your office.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.

FACTORIES

...*MONTREAL*

CUT NAILS

Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

SPORTING GOODS

Our stock is now complete in all kinds of FALL AND WINTER Sporting Goods, consisting of . .

Footballs, Boxing Gloves, Striking Bags, Camping Sets, Sleeping Bags, Folding Furniture, Skates, Hockey Sticks, Snowshoes, Moccasins, etc., etc.

Send for Catalogue C.

The Wightman Sporting Goods Co. 403 St. Paul St. MONTREAL

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

PUTTY—We quote: Bulk, $1.50; bladder in bbls., $1.75; tins in cases, $1.90 to $2.00.

LINSEED OIL—Raw, 43c.; boiled, 46c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 50c.; the same terms as linseed oil.

CASTOR OIL—10 to 10½c. in cases, and 9½ to 10c. in barrels.

SEAL OIL—There is no brown or straw seal on the market, and there has been American enquiry for steam-refined, which is held firm at 45 to 47½c.

COD OIL — Firmer, under diminished stocks, at 32½ to 37½c., an advance of 3 to 4c.

NAVAL STORES—Resins are held higher on the inside at $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

PETROLEUM.

Trade fair and prices unchanged. We quote: Canadian, 14c. in car lots and 15c. in small quantities, and American 16½c. in car lots and 17½c. in small lots.

COAL.

There is no change in coal. We quote: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, delivered ex yard; Scotch steam, $3.50 to $3.60 ex ship.

HIDES.

Quiet and steady. We quote: Beef hides, 6½ to 8½c., as to grade, and lambskins 75 to 80c. each.

ONTARIO MARKETS.

TORONTO, Dec. 31, 1897.

HARDWARE.

BEING the week between Christmas and January business is naturally quiet. At the same time there is probably more doing than is usual during this particular week, when nearly all the travelers are in the warehouse "getting posted," or are enjoying a holiday as most travelers can enjoy one. The reason for trade being better is that letter orders are unusually numerous. There have not been many changes in prices, and the most noteworthy is that relating to rope, which has been advanced ⅜c. per lb., both sisal and manilla. In fact, this is the only change locally to report, but advices from Great Britain state that light edge tools have advanced about 20 per cent. The travelers will be out upon the road again next week, and in a short time business is expected to again resume its normal condition.

BARB WIRE — A little is being done in United States wire at $1.82 f.o.b. point of shipment. Terms are 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—Practically nothing doing.

PLAIN WIRE, ETC.—Quiet; discount, 30 to 35 per cent., according to quality.

WIRE NAILS—Shipments from stock are small, but orders are still being booked for future delivery. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS — Have been exceedingly quiet. We quote: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS —Business has fallen off in this line, which is only to be expected at this time of the year. Discount, 50 per cent.

HORSESHOES — The same remarks apply to these as to horse nails. We quote f.o.b., Montreal and St. John, N.B., as follows: Iron shoes, light and medium pattern, $3.25 per keg; snow shoes, $3.50; steel shoes, new light pattern, all sizes, 1 to 5, $3.50; extra light, Nos. 1 and 2, $5; Nos. 3, 4, and 5, $4.25; assorted, 0 to 5, $4.75.

SCREWS—Business is moderate. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount 25 per cent.; round head, 20 per cent.; drive head screws, 87½ and 10 per cent.

BRASS AND COPPER WIRE—Still featureless. Discount, 12½ per cent.

BOLTS—Orders are not large, although there are a good many of them. Discounts are as follows: Common carriage bolts, 3-16, ¼, and 5-16, 70 per cent.; do., ⅜ upward, 60 and 10 per cent. full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list; hexagon, 5¼c., off the list.

RIVETS AND BURRS—Business is fair. We quote as follows: Carriage, section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—There has been an advance of ⅜c. per lb. in both sisal and manilla. The demand is light. We quote: Sisal, 7-16 in. and larger, 6⅝c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅝c.; 3-16 in, 8⅛c. Manilla, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8¾c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Dull. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — Very little doing. We quote: "New Leader," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS — Trade is quiet. Discount, 45 and 2½ per cent.

FALL SPECIALTIES—Skates are still going out in small quantities. Stocks of hockey skates are almost exhausted. Stocks of sleigh bells are also low.

CUTLERY—Trade has naturally fallen off.

SNOW SHOVELS — Are moving slowly, retail merchants having got in their supplies some time ago. We quote steel shovels at $2.85 to $2.95 per dozen net.

BUILDING PAPER — Trade is quiet. We quote: Plain building, 27 to 28c. per roll; tarred lining, 37 to 38c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

LEATHER BELTING — Trade is fair. We quote: Standard, 45, 10, and 10 per cent.; extra, 40, 10, and 10 per cent.; agricultural, 70 per cent.

HINGES—Not much doing. We quote 6 to 12 inch, inclusive, at $3.15 per 100

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

Corner King and Dufferin Sts.,
Toronto, Dec. 31st, 1897.

We desire to thank the Trade for the very liberal patronage extended us during the past year, and wish one and all a Happy and Prosperous New Year.

Our New Factory was only erected some 18 months ago, and we are now adding one-third more to its size, thereby greatly increasing our facilities for the coming year.

Your orders will always have our usual prompt and careful attention.

THE METALLIC ROOFING CO. Limited

Manufacturers of Sheet Metal Building Material for Interior and Exterior Work.

lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

CEMENT—Business is quiet, with prices unaltered and firm. We quote in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

METALS.

The metal trade is quiet and featureless.

PIG IRON — Steady and quiet. We quote Hamilton iron at the furnaces: No. 1, $14; No. 2, $13.50; No. 3, $13.

BAR IRON— There is virtually nothing doing. We quote base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON—Trade is much about the same as last week, being fair. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—The demand has fallen off considerably during the week in the better grades. The No. 2 quality, on the other hand, is moving a little more freely. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Some good sales are reported in the lighter gauges. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—While the quantities moving are not large, there is still a good trade being done. The stock of "Queen's Head" brand is low in the city, but the other brands are in fairly good shape. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

STEEL BOILER PLATES — Quiet. We quote: 3⅜ and larger, $1.75 per 100 lbs.

TINNED IRON—Quiet. We quote: Up to 20 gauge, $5.25 per 100 lbs.; 22 to 24 gauge, $5.75; 26 gauge, $6.25; 28 gauge, $6.75; special cut sizes, $4.50; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS — Quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 27½ per cent.; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

PIG LEAD, ETC.—The market is barely steady. We quote pig lead at 4 to 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN—Prices are firm, although business is not as heavy as it was. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—No sales in round lots are reported, but quite a number of small shipments have been made. We quote 12 to 12¼c.

SHEATHING COPPER, ETC.—Trade has been exceptionally quiet. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE —There is a steady trade, but stocks are only in fair condition. We quote: Wrought, ¼ to ⅜ inch, $2; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet; galvanized, ½ inch, $4 to $4.25; ¾ inch, $4.80 to $5; 1 inch,

$6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Quiet, and discount is unchanged at 60 and 10 per cent.

RANGE BOILERS—Business is only moderate. We quote: Galvanized, 30 gals., $5.25 to $5.50; 35 gal., $6.25; 40 gal., $7.50; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Trade has been better during the past week. All unfilled contracts booked early in the season have been cancelled. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—Business has not been quite as good as last week. A few large shipments have been made, but in general orders have been small. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Business is fair, at 5½c. per lb.

COIL CHAIN—Trade is beginning to pick up a little. Prices are lower. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC — Fresh shipments have arrived, but the bulk of the trade is, of course, over. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER — Business is fair. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Not much doing. We quote: Cookson's, 8¾ to 9c.; other makes, 8¼ to 8½c.

GLASS.

Window glass is moving quietly, yet it still keeps firm in price. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

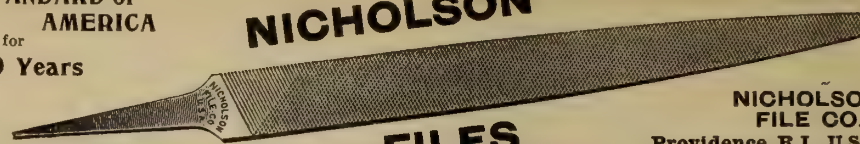
PAINTS AND OILS.

The principal feature of the market this week is the advance of 3c. in linseed oil. Castor oil, on the other hand, has declined 1c. Business is dull in all lines, though dealers are looking forward to a big spring trade. We quote:

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

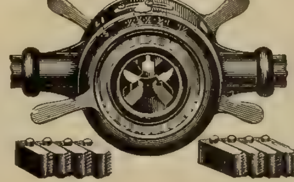
STANDARD of AMERICA for 30 Years

NICHOLSON



FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World



FOR PIPE.

In Stocks and Dies there is no better than

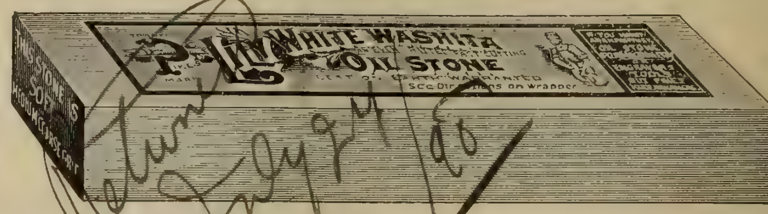
HART'S DUPLEX ADJUSTABLE.

Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A

FOR BOLTS.

Pike's Lily White Washita Oil Stone

The Only Perfect Oil Stone.



Every Stone Guaranteed to Satisfy

Acknowledged by experienced mechanics The Best on Earth.

THE PIKE MFG. COMPANY, Pike Station, N.H., U.S.A.

IT'S A SURE THING! HE HAS A

Marlin 30/30 Smokeless

HIS BARREL, made of "SPECIAL SMOKELESS STEEL," well rifled, the old BALLARD system, shoots true and hits hard. His CARTRIDGES, loaded with 33 grains of smokeless powder, give 2,000 feet per second velocity. His BULLETS, soft-nosed and flat-pointed, make a wicked wound. His SIDE EJECTING ACTION won't hit him in the face when he pumps in the second shot, and no smoke will obstruct his vision across the SOLID TOP.

Why don't you write for the 196-page Sportsman's Guide (just out)? Tells about powders, black and smokeless; the right sizes, quantities, how to load; hundreds of styles of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations of all calibres from 22 to 45; how to care for arms, and 1,000 other things. FREE if you will send stamps for postage to

THE MARLIN FIRE ARMS CO.

New Haven, Conn.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

CASTOR OIL —In cases, 9½c. per lb. and 10½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.70 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $2; 25-lb. tins, 4 in case, $2.20; 12½-lb. tins, 8 in case, $2.45.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 50c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

Business is quiet in all lines. The only change in prices is in scrap rubber, which has

Going to Retire?
Want to Sell Out?

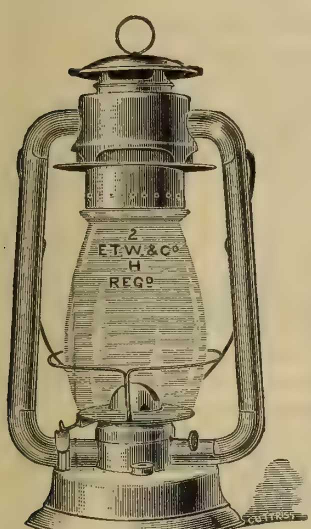
If so, say so in HARDWARE AND METAL. It reaches the most likely buyers. Two cents a word each insertion.

WANT
ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

E. T. WRIGHT & CO.



Manufacturers of

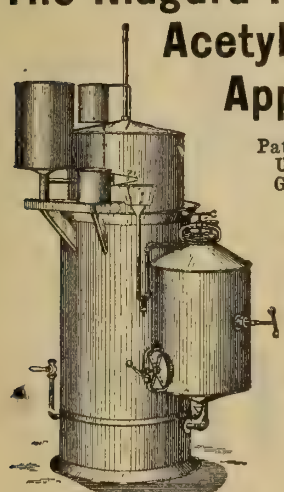
Tubular and Cold Blast Lanterns

Bird Cages
Mouse Traps
Flour Sifters

Stamped Re-tinned and Japanned
..TINWARE

HAMILTON - CANADA.

The Niagara Falls
Acetylene Gas
Apparatus



Patented in Canada, United States and Great Britain.

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light, Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

declined ¼c. We quote as follows: Agricultural scrap, 40c. per cwt.; machinery cast, 42½c. per cwt.; stove cast scrap, 25 to 30c.; No 1 wrought scrap, 40 to 45c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

SEEDS.

There is no local demand for seeds, and, as the foreign demand is for only the choice to fancy grades, these are sought for, and the poorer qualities are not wanted. There is a great range in quality this fall. We quote alsike at from $2 to $5; red clover at from $2.50 to $4; timothy, $1 to $1.40 for machine-threshed, and for bright, flail-threshed $1.50 to $1.75.

HIDES, SKINS AND WOOL.

HIDES—The market is firm. We quote for both cowhides and steerhides: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—There is a good demand, with prices 5c. higher than last week. We now quote them at $1.10.

WOOL—There is a fair and steady demand for pulled wools, the price quoted being 20½c. for fleeces and tub-washed.

COAL.

There is a brisker demand in all parts of the country, and as cars are more easily secured for transportation, business is in a favorable condition. Prices are unchanged. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46; stove, $4.46; chestnut, $4.46, net tons.

PETROLEUM, ETC.

The demand for all lines continues brisk, with prices unchanged. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon safety, 16½c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Coil chain is cheaper.

Scrap rubber has declined ¼c. per lb.

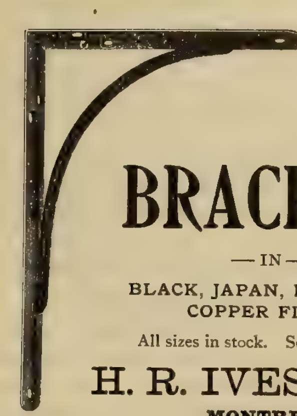
There has been a decline of 1c. in castor oil.

Linseed oil is 3c. higher in price this week.

Both sisal and manilla rope have been advanced ⅜c. per lb.

H. S. Howland, Sons & Co. report numerous enquiries and some orders for the

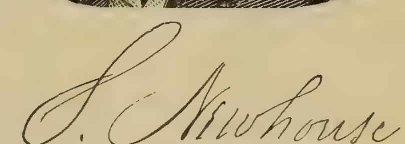
WE MANUFACTURE



Wrought Steel Shelf
BRACKETS
— IN —
BLACK, JAPAN, NICKEL and COPPER FINISH.
All sizes in stock. Send for prices.
H. R. IVES & CO.
MONTREAL

--50th--
ANNIVERSARY!

ONEIDA COMMUNITY
1848! Limited 1898



50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps
are sure to go and sure to hold.

new horse clipping machine advertised by them last week in HARDWARE AND METAL.

H. S. Howland, Sons & Co. are in receipt of another shipment of skates.

Manufacturers of light edge tools in England have advanced their prices about 20 per cent.

The Gurney Foundry Co., Ltd., found December trade this year to be as good as almost any year in their history.

MANITOBA MARKETS.

WINNIPEG, Dec. 27, 1897.

THE wholesale hardware trade presents no changes for the past week, although business still continues steady and prices are firm. In the retail trade the merchants report that they have done the best Christmas trade since the boom days. The Christmas trade this year presents some unusual features. In the first place, it started as early as the middle of December, and for fully ten days before Christmas merchants were rushed with trade, while on the actual day before Christmas they were very little busier than they were the rest of the week. This they attribute to the fact that, there being more money in the country, people were in a position to buy early and take more time to the selection of their gifts. Considering the extensive use of both gas and electric light, it is surprising the very large sale of fancy lamps, ranging in price from $3 to $20. Another line much run on was table cutlery, particularly carving sets and children's individual sets. Then skates sold freely, and also hockey sticks, toy chests of tools, and the like. Another line in great demand was coffee and teapots of aluminum. Campbell Bros. succeeded in getting opened up in good time for the Christmas trade, and declare they never did better. It is difficult to realize that the building was so recently wrecked by fire, as a handsome new ceiling of metal has been put in and new wood work all finished in oak. Their new stock is still arriving.

Mr. H. L. Davis, the celebrated mining engineer, who has been looking into properties for the Compagnie Francis d'Or, d' Mines d'Exploration of Paris, returned on Saturday from a visit to the Seine River country, and expresses himself as well pleased with the same, though he thinks that Canadians, being unused to mining, place an exorbitant value on properties with little or no development, and in this they are very unwise. He leaves to-morrow for Rossland, B.C., where he will spend some time examining properties for his company. Capt. Chas. Hamilton, who is understood to be here at the direction of the Rothschilds, has been making a number of examinations in the Saw Bill district and thinks favorably of the dykes there, as the ore, though very low grade, is in such enormous quantities that it can be mined very cheaply. He states that some of the dykes would furnish plenty of material for a 200-stamp mill. Several acetylene gas plants have been put in recently. The office of the Western Canada Loan and Savings Co. and the corridors of their large block are now lighted with this gas, which is giving great satisfaction.

Prices for the week remain without change as follows:

Barb wire, 100 lbs	$2 60
Plain twist wire and staples	2 75
Oiled annealed wire, 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
" 6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 50
" 20 to 40	2 55
" 10 to 16	2 60
" 8	2 65
" 6	2 70
" 4	2 95
" 3	3 20
" 3 fine	3 50
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	$4 15
Snow shoes	4 40
Steel, light	4 40
" extra light	6 00
Bar and band iron, $2.10 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 00
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	7 00
" ⅜	7 50
" ¼ and 5-16	8 00
Manilla, 7-16 and larger	8 25
" ⅜	8 75
" ¼ and 5-16	9 25
Cotton, all sizes, lb.	15
Axes, per box	$5.50 to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb.	25c.
Spades and shovels	40 p.c.
Harvest tools	60 to 60-10 p.c.
Axe handles, turned, second growth, hickory, doz	2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.c.
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Eley's 12 gauge, M	16 00
American, M	16 20
Robin Hood, M	18 00
Shot, ordinary, per 100 lbs.	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed	70 and 30 p.c.
Granite ware, according to quality.	50 to 60 p.c.

UNITED STATES MARKETS.

NEW YORK, Dec. 29, 1897.

PIG TIN—The market remains in rather quiet condition and values lean slightly in buyers' favor as a consequence of this condition since there is no offsetting feature at the market. London cables came slightly lower, in fact, and noted only small transactions for the day. Five-ton lots were openly offered at 13.70c. and could probably have been secured at 13.65c. on the spot or to arrive at an early date.

COPPER—Nothing in the way of large operations is going on at present, but ship-

FOR SALE.

THE BEST HARDWARE BUSINESS IN ONtario; no opposition; the best stand in town; stock about five thousand. For further particulars address Box D, HARDWARE AND METAL. (t f.)

STOCK OF HARDWARE; WELL ASSORTED, almost new; in a thriving town on the Ottawa, between Ottawa and Pembroke; population 4,000; satisfactory reasons given for selling. Address A. B., HARDWARE AND METAL. (3)

R. C. LeVESCONTE

Barrister, Solicitor, Notary, Etc.

THE McKINNON BUILDING
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

ONE DOLLAR A YEAR

★ Sample Copy Free ★

D. T. Mallett
Publisher
271 Broadway
New York

If you want the straightest and most durable **Rawhide Whips** in the market, order our

Napoleon and Monarch

WHIPS

Every Whip Guaranteed.

Patented and made only by . . .

HAMILTON WHIP CO.

119, 121, 123 Mary St., HAMILTON.

Cheap Whips of Every Style.

ments to Europe on old contracts are liberal and the general movement proves sufficient to keep prices very steady all through, despite tame advices as to the speculative branch of the foreign market. Prices may fairly be quoted at 11c. for Lake Superior ingot, 10¾c. for electrolytic and 10½ to 10¾c. for casting stock as to brand.

PIG LEAD—There was little demand from any quarter, and the market showed slightly weakish tone, with 3.72½c. a common quotation on carload lots, and more than a bare chance that bids of 3.70 would have been accepted. London cables were steady, quoting £12 10s. for soft Spanish.

SPELTER—Business still on a very moderate scale and the market remains in rather weakish condition, with prices variable, at 3.85 to 3.95c., according to brand and delivery. London cable was steady at £18 2s. 6d. for good merchant brands.

ANTIMONY—The market is steady at about 8 to 8¼c. for Hallett's and 7¼ to 7½c. for other brands.

TIN PLATE—The market is still in rather poor shape, with orders coming in slowly and small. Prices show no quotable change, but are rather weak on all regular sizes.

IRON AND STEEL—No change of important nature comes to light in the market for pig iron or old material. Merely ordinary business is being effected, and prices are rather weak. Manufactured goods are in moderately active demand, but competition is sharp and prices continue weak in all lines.

DOGS AND PONIES FOR KLONDYKE.

J. Sharples has started at Calgary a dog and pony breeding farm to supply the demand for transport teams for the Klondyke. He has now 300 dogs and 300 ponies, and is increasing the number. He gets $75 for a team of four dogs, and $35 each for the ponies. He has a number of Blackfeet Indians training them.

COMMERCIAL TRAVELERS MEET.

THE annual meeting of the Commercial Travelers' Association of Canada was held in Toronto on December 29. President R. J. Orr occupied the chair.

The annual report recommended that the gratuity paid to beneficiaries of the insurance fund be reduced from $1,200 to $1,000. In the past members had paid $12 a year into the fund for an insurance certificate of $1,200 in case of death, after 10 years' membership. If dying before that time he receives $120 per year for time of membership. The death rate has been increasing recently, until last year $32,000 was paid out in death claims. The reduction proposal was carried without discussion.

The abolition of the accident policy was then taken up. The certificate also carries an accident policy of $1,000. This also has been an increasing drain on the reserve fund. It was pointed out that since bicycles had come in accident claims had increased greatly. Seventy-five per cent. of the claims came from travelers who were also bicyclists, and that many of the accidents occurred while members were not pursuing their regular business. One member stated that in 25 years only one member had met his death while at his business as traveler. The resolution to abolish the accident policy was carried almost unanimously.

The secretary's report showed the membership to be 4,253, an increase of 167 over last year. During 1897 the death claims had amounted to $31,950 and the accident claims $1,827.10. The reserve fund was $272,935. Negotiations were in progress between the association and the railway authorities regarding better transportation and baggage facilities on railways and steamship lines.

Some members criticized the reserve fund, claiming that the valuation of $50,000 on the building on Yonge street was at least $15,000 too high. The asset of $10,000 which had been invested in the Farmers' Loan Co. was also discussed. Messrs. Cross and Barber were appointed auditors for 1898. The following were elected to the three boards:

Toronto Board—T. M. Bayne, W. Caldwell, Joseph McKay, E. Burns, James Taylor, H. Goodman, George West, H. Bedlington, G. A. Henderson.

Hamilton Board—John Hooper, F. T. Smye, James Hooper, T. P. Allan, H. G. Wright, C. H. Ross.

Berlin Board—M. H. Whiting, A. Foster.

After the result of the elections had been given out, Mr. Middleton, M.L.A., addressed the meeting in regard to the Departmental Stores Bill, which he is fathering.

CATALOGUES, BOOKLETS, ETC.

HARDWARE AND METAL is in receipt of the B. Greening Wire Co.'s calendar for 1898. It is of the same useful character as that of last year, which was reviewed at some length in our columns.

The Magnolia Metal Co., of New York, have issued for 1898 another of those strikingly handsome calendars which last year were so popular. The body of the calendar is of celluloid, and contains a pocket for the months and dates. It is particularly suitable for the desk.

The Marlin Fire Arms Co., of New Haven, have issued a modest little desk calendar for 1898. And its very modesty makes it captivating. The illustration shows a sportsman aiming at a moose.

"I am pleased to say that the 250 Rifleite which I have been using in the Miniature Ammunition for 303 Service rifle practice indoors, has given most satisfactory results. The strength is superior to any other smokeless powder I have ever used. There is almost no fouling, and what there is is of such a character as to be easily removed by drawing a rag through the barrel after using an indefinite number of rounds. It has no injurious effects on the barrel, and for uniformity I could not wish for anything better. The charge I use is 2½ grains, giving nearly 6-inch penetration in pine at 50 yards. I hope to be able to report as favorably on the 303 when I can give it a fair trial with full Service charge on an open range."

Signed, F. H. HAYHURST,
Staff-Sergt. 13th Infantry.

The Smokeless Powder Co., Limited, Dashwood House, New Broad St. LONDON, E. C.
WORKS—BARWICK, HERTS.

Wholesale Agents for the Dominion LEWIS BROS. & CO.
30 St Sulpice St., MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. AND G. J. WILSON, general merchants, Cumberland, Ont., are offering 25c. on the dollar.

John C. Murray, trader, Montreal, has assigned.

Kearney & Faulkner, general merchants, Papineauville, Que., have assigned.

Klass W. Reimer, jr., general merchant, etc., Steinbach, Man., has assigned to W. C. Reaman.

Kent & Turcotte have been appointed curators of F. J. Hebert, general merchant, Granby, Que.

Paradis & Jobin, Quebec, have been appointed curators of Joseph Godbout, general merchant, St. Raphael, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Louis Meyers and L. A. Dufresne have registered as proprieters of the firm, Meyers & Dufresne, bicycle manufacturers, Montreal.

The Pratt Mfg. Co., manufacturers dies, tools, etc., Montreal, has been dissolved, and a new partnership has been registered to be composed of Thos. Pratt, Edward Pratt and Francis Pratt, with style unchanged.

SALES MADE AND PENDING.

George King, blacksmith, Boynton, Que., has sold out.

The effects of the Nelson Saw Mill Co., Nelson, B.C., are advertised for sale.

Wm. Stacey, general merchant, Fleetwood, Ont., has sold out to O. R. Stacey.

Flatt & Co., general merchants, Greenway, Man., have sold out to P. F. Curtis.

The stock in the general store of the estate of the Dawson Co., Regina, N.W.T., has been sold to J. E. Sprague.

Brooks & Alexander, tinsmiths, etc., Listowel, Ont,, have sold out to David Boyer.

The stock of the estate of John Tyne, general merchant, Chelmsford, Ont., has been sold.

The stock of Bligh & Prince, dealers in agricultural implements, Truro, N.S., is advertised for sale by tender.

M. Rothschild & Co., general merchant and hotel-keeper, has sold out his hotel business in Baie Des Peres, Que.

CHANGES.

The Comet Cycle Co., Limited, Toronto, have obtained charter.

Wm. Brown has gone out of business as bicycle dealer in Toronto.

Alex. Bell, harness maker, Baie des Peres, Que., has closed up.

H. Dungale has commenced business as blacksmith in Boynton, Que.

The D Pike Manufacturing Co., Limited, Toronto, have obtained charter.

Oran C. Merkeley, harness maker, Maxville, Ont., has removed to Chesterville, Ont.

L. McFarlane, blacksmith, Kemnay, Man., is reported to be removing to Hilton, Man.

The Producers' Oil, Gas and Mining Co., of Welland, Ont., Limited, have obtained charter.

George H. Wight, general merchant, Queensville, Ont., has been succeeded by R. J. Daly.

Clough Bros., general merchants, Lake Megantic, Que., are removing to Stanstead Junction, Que.

The Yukon Nuggett Gold Mining and Exploring Co., of Paris, Ont., Limited, have obtained charter.

The Klondyke and Northwest Mining Corporation of St. Thomas, Ont., Limited, have obtained charter.

Alfred A. Jordan has registered consent for his wife to do business as harness dealer under his name in Windsor, Ont.

Zephirin Galarneau has registered as proprietor of the firm, Joseph Hamel & Co., general merchants, Pont Rouge, Que.

Dame M. L. Doucet, wife of J O. Boucher, is doing business under the name of J. O. Boucher & Co., Montreal, as wood and coal dealers.

DEATHS.

Samuel Carter, of Carter Bros., builders, Vancouver, B.C., is dead.

STANLEY'S

UNIVERSAL PLANE.

INCLUDING:

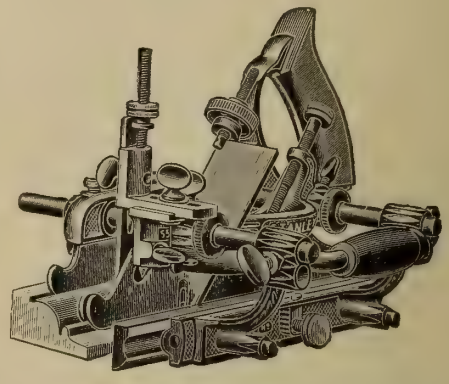
Moulding Plane, Match, Sash, Chamfer, Beading, Reeding, Fluting, Hollow, Round, Plow, Dado, Rabbet, Filletster and Slitting Plane.

No. 55. Universal Plane, $16.00

WITH 52 CUTTERS.

☞ The Plane is Nickel Plated; the 52 Cutters are arranged in four separate cases; and the entire outfit is packed in a neat Wooden Box.

SOLD BY ALL HARDWARE DEALERS.



INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death. . . . . .

The right man

knows that to insure his life is the only way to make such provision, and he knows that . .

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association. . . .

HEAD OFFICE—TORONTO.

W. C. MACDONALD, Actuary.

J. K. MACDONALD, Managing Director.

STATISTICS ON PATENTS.

The following was compiled from the commissioner's report for 1896 by Marion & Marion, solicitors of patents and experts, Temple Building, Montreal: In 1896 there were received in the United States Patent Office 42,077 applications for patents, 1,828 applications for designs, 77 applications for re-issues, 2,271 caveats, 2,005 applications for registration of trade marks, 59 applications for registration of labels and 36 applications for prints. There were 23,312 patents granted, including designs; 61 patents re-issued; 1,813 trade marks registered, and 1 label and 32 prints. The number of patents which expired was 12,133. The number of patents which were, by operation of the law, forfeited for non-payment of the final fees was 4,736. The total expenditures were $1,113,413.71. The receipts over expenditures were $210,646.12, and the total balance to the credit of the Patent Office in the Treasury of the United States amounts to $4,718,639.47.

The Canadian Patent Office has recently granted the following patents to Canadian inventors: Nos. 58,323, A. Rainville et al., Montreal, fire escape; 58,331, J. B. I. Prefontaine, South Durham, shoe sole; 58,408, O. C. Beloin, East Providence, folding table; 58,436, A. Pageau et al., Montreal, smoke consumer.

RETAIL HARDWARE BOOK-KEEPING.

A subscriber writes as follows:

I would very much like to see some opinions from practical business men through your paper on the following: How can I conduct my credit business so as to avoid losses by non entries at time of sale? This to apply to small village stores where it is impossible to keep a book-keeper or someone to look after this matter, and where the expensive railway or cash register and such systems cannot be used.

Remarks: Will as many of our readers as can forward for publication to HARDWARE AND METAL a synopsis of the method they employ in the particular alluded to by our subscriber. The names of those supplying such information will not be published if such is desired.—THE EDITOR.

BADLY STRAINED HIS LEG.

Mr. James C. Robertson, president and general manager of the Portland Rolling Mills Co., St. John, N.B., has been confined to the house for the last ten days or so through an accident which befell him while on a business trip to Ottawa. It appears Mr. Robertson, while at the station in Ottawa, some way or other made a mis-step and strained his leg so badly that he was compelled to return to his hotel and procure medical treatment. It was with a good deal of pain he managed to arrive home a few days afterwards. HARDWARE AND METAL wishes Mr. Robertson a speedy recovery.

ACME and HOCKEY SKATES

Variety of Patterns in Stock.

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Boeckh's Patent Bridle for Painters

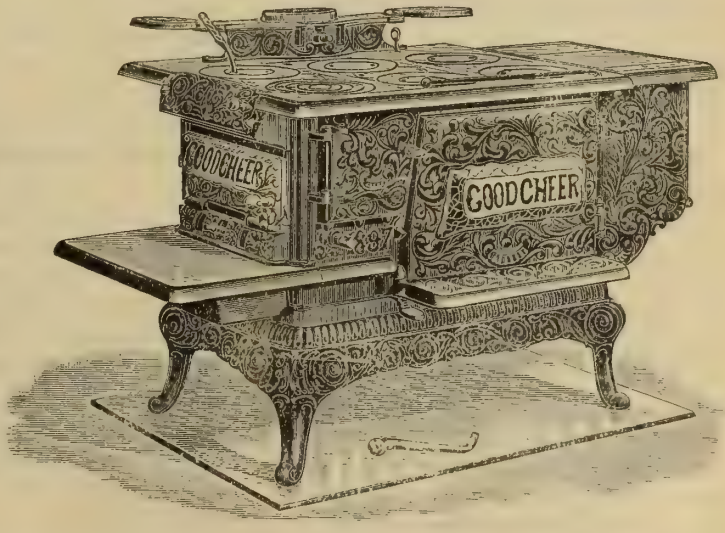
Have you seen it? Do you know the profit there is in your selling it? It saves a painter's time—it saves his brushes—it enables him to do better work than he could ever do with the old-fashioned twine or wire bound brush. Illustrated book telling all about it—free.

Chas. Boeckh & Sons, Mfrs.,
Toronto, Ont.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

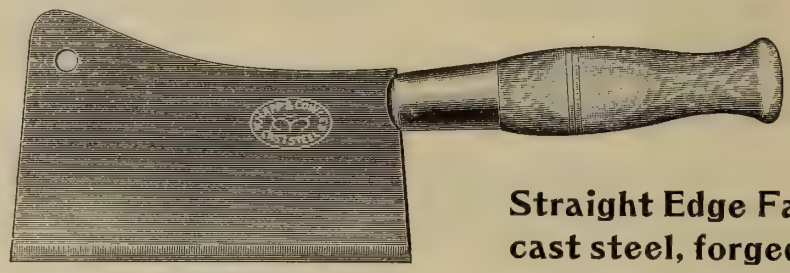
The Knapp & Cowles Mfg. Co., Bridgeport, Conn. U. S. A.

SEND FOR

Catalogue..

of our Fall line of

HARDWARE SPECIALTIES



NO. 2 CLEAVER.

Straight Edge Family Cleaver. Best cast steel, forged ; with heavy steel ferrules. Perfectly balanced.

THOS. DAVIDSON MANUFACTURING CO. TRAVELERS DINED.

THE president and directors of this company gave their annual dinner to the traveling salesmen at the residence of the vice-president, Mr. T. Chas. Davidson, 487 Mount Pleasant avenue, Westmount, Montreal, on Thursday, 23rd inst.

Mount Pleasant avenue runs up the side of the Mountain, and from the windows of Mr. Davidson's drawing-room Montreal can be seen in grand panorama from Hochelaga to Point St. Charles and on to the swiftly running, yet beautifully picturesque, Lachine rapids.

Covers were laid for fifteen, composed of the following, representing the firm from the Atlantic to the Pacific :

Jas. Davidson, president.
T. Chas. Davidson, vice-president.
Edward Goodwill, director and traveler.
John Hamilton, secretary.
W. G. McCubbin, Eastern Ontario.
R. W. Leith, Eastern Townships.
J. Taylor Webb, Western Ontario.
H. C. Chadburn, Maritime Provinces.
J. S. Coursolle, Gaspe Coast.
Charles Watt, Central Ontario.
A. T. Chambers, Northern Ontario.
W. E. Barrat, Montreal City.
L. D. Latour, do.
F. E. Demarais, do.
T. McGiffin, Manitoba and N.W.T.

After justice to the sumptuous repast had been done in that style peculiar to the traveling fraternity, the president arose to propose the toast of "Our Queen," and in a few well-chosen remarks touched upon his recent trip through the Southern States, California, British Columbia and Manitoba, stating that the more he saw of other countries the greater became his admiration and love for his own, and he felt that our gracious Queen should feel justly proud of this portion of her vast empire. Continuing, Mr. Davidson contrasted the past with the present, and jocularly referred to the time when he was traveler, shipper and invoice clerk combined. "Those were the palmy days when we sold 10c. tin pie plates at $9 per gross, weren't they, Mac?" he said, looking over at Mr. W. G. McCubbin, who has represented the firm for 27 years and still looks good for many more.

Mr. McCubbin smiled and nodded.

Mr. John Hamilton responded in a few words appropriate to the occasion, and resumed his seat, while the company heartily sang "He's a Jolly Good Fellow."

Mr. E. Goodwill spoke in review of the rise and progress of the firm, and referred in affectionate terms to the late Mr. Thos. Davidson, the founder of the firm, and told the company that he (Mr. Davidson) had been the first hardware traveler who had traveled out of Montreal, when the railroad only ran to Lachine. Mr. Davidson covered his ground semi-annually, driving from Montreal to Goderich, shipping all by boat and teaming from the ports to the interior. Mr. Goodwill then elicited roars of laughter by his description of his first initiation as traveler by Mr. F. E. Demarais in Quebec city, their ways being somewhat like the streets, zig zag.

After this many toasts were proposed and enthusiastically honored. Short speeches were made by several of the travelers complimenting the management on the great progress that had been made during the year, also commenting favorably on the harmony and good fellowship that existed between employer and employe.

During the evening Mrs. T. Chas. Davidson delighted the audience with two vocal selections, which were loudly applauded and encored.

Messrs. Coursolle and Latour rendered acceptably several vocal selections in French, showing conclusively that they could entertain socially as well as commercially all who came in contact with them.

Mr. Chas. Watt, with his rich baritone, rendered two solos to the intense astonishment and delight of his fellow travelers, who concluded that "Charlie" had been "hiding his light under a bushel" in the past.

Mr. E. Goodwill next gave "Gaspard Tranche-Montagne de St. Bazile, Quebec" in the vernacular, which was also acceptably received.

In the wee small hours the company dispersed by joining hands and singing heartily "Auld Lang Syne" and "God Save the Queen," thus ending one of the most successful as well as most enjoyable gatherings in the history of the firm.

Apart from this, the dinner arrangements teemed with unique and original features, and a few of the principal ones are worthy of mention : The invitation cards were beautifully lithographed on tin, finished in that artistic style for which the firm is widely noted. The menu card, which we print below, was also done on tin, finished in vermillion, pale blue and gold, having date and place at which dinner was to be held. The face of the card is salmon color, the names of the different courses being lithographed in black, while the enamelled dishes in which they were served were lithographed in silver bronze.

The dinner service used was entirely composed of the different lines of enamelled ware manufactured by the firm, and showed the marvellous progress that has been made in this line in the past few years.

Beside each guest's plate a pale blue enamel mug, beautifully decorated, was placed, from which the various toasts were honored, and which were taken away by the travelers along with menu cards, through the kindness of the directorate, as suitable souvenirs of this happy occasion.

OYSTERS.

Served on No. 30 W. E. Oval Meat Dishes.

HOR D'ŒUVRES.

Olives on 5½ in. Royal Beaded Saucers.
Radishes on 6½ in. Royal Beaded Saucers.
Celery on 32 in. Royal Oval Meat Dishes.

SOUP.

Mock Turtle on 9 in. W. E. Soup Plates.

FISH.

Lobster a la Newburg on 8 in. Royal Dinner Plates.

ENTREES.

Oyster Patties, 8 in. Superior Agate Steel Dinner Plates.
Spagetti, 7 in. Superior Agate Steel Dinner Plates.

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**
HARDWARE AND METAL, Toronto

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

ROAST.
Spring Turkey, Cranberry Sauce,
Mashed Brown Potatoes, Green Peas
On 10 in. W. E. Dinner Plates.
GAME.
Broiled Partridge on 9 in. Crescent Dinner Plates.
Crab Apple Jelly
In Blue and White Soup Bowls
Lettuce on 8 in. Victoria Pie Plates.
SWEETS.
Yukon Ice Cream on No. 10 W. E. Soap Dishes.
Mince Pie on 7 in. Royal Pie Plates.
Assorted Cakes in 8 x 10 Superior Agate Steel Roast Pans.
Canadian Cheese on 8 x ¼ Star Decorated Jelly Cake Plates.
Crackers in 2 qt. W. E. Soup Bowls.
Fruit from the Klondyke in Royal Gold Miners' Pan.
Nuts and Raisins in 28 Crescent Oblong Pudding Pans.
COFFEE
In Small White Enamel Cups and Saucers.

WITHOUT A FLAW.

SEVERAL traveling salesmen for the hardware and allied trades were talking the other day in the lobby of the Southern Hotel when a representative of The Reporter entered. It was raining and blustery outside and this fact brought a joke to the mind of one of them. The story is this: A half dozen traveling men were waiting at the depot for the east-bound train. It was a rainy, stormy night.

"This is a scarey night to be on the road," remarked the nail man.

"I see where you are right," said the stove man. "As I remember," he continued, "it was just such a night as this when the train struck a bad place four miles east of here and the next instant ran off the bridge. I was the only passenger on the train who escaped with his life."

"When was that?" he was asked.

"Latter part of the summer of '94."

"I fail to recall that wreck," said one of the crowd.

"Nor do I," said another.

"How many did you say were killed?" asked the nail man.

"Didn't say anybody was killed," replied the stove man.

"You didn't, eh? You said you were the only man who escaped with his life."

"Certainly; that's easily accounted for," explained the stove man, looking innocent. "I was the only passenger on the train."

"Ah! that's your game, is it?" said the nail man.

"Hold on here," said the only one in the crowd who had not spoken as yet, as he bustled up in front of the stove man, "you said you struck a bad place in the road."

"We did, but got over it all right."

You did, eh? But how about running off the bridge?"

"That's all right. We ran off it after we had crossed it. The story is all right, boys. You can't find any defects in it. As the major says in the comedy, 'Wilkinson's Widows,' when he finds that the widow did not have a wooden leg, 'It is without a flaw.'"—Stoves and Hardware Reporter.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

Plumber and Steam-Fitter

LEAD BURNING VS. SOLDERING IN PLUMBING EXAMINATION.

ON several occasions during the last twenty years attempts have been made to demonstrate the advantages of the lead burning, or what is sometimes called autogenous soldering, over the old-fashioned style of joining lead to lead, and brass and other metals to lead, by means of plumbers' solder, which, as most people know, consists of an alloy of two of lead and one of tin. The persons who have usually tried to introduce the burning process into general plumbing work have been, for the most part, plumbers with very little experience of first-class work, who have suddenly acquired the art of lead burning, and have found it to be so simple an operation, so far as their opportunities have afforded them scope in this branch of the craft, they quite made up their minds that the days of joint wiping were doomed and the (to them) new process was sure to become universal in all branches of plumbing work. But after a much more extended knowledge of the requirements of modern plumbing, it was found that, although lead burning is very useful, and indeed essential, in some classes of work its universal adoption was quite out of the question.

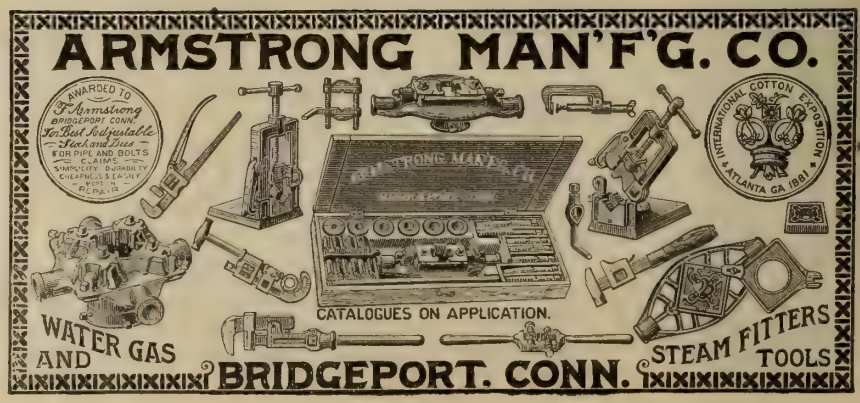
At the present time the same idea is being entertained by certain gentlemen who have considerable influence in technical education circles, and we have every reason to believe that the idea was, to a very great extent, prompted by the exhibition of plumbers' work which was recently shown at the Imperial Institute by the City and Guilds of London Institute. This work was that executed by plumbing students at the practical examinations held in May last at the various technical institutes throughout the kingdom. Now, any one seeing the work after it had been packed and sent several miles by road and rail, and no attempt being made to dress it up and make the best of it, must admit that it was a very rough show, and, what makes matters worse, is that, in the adjoining rooms, numerous specimens of examination work of other trades were exhibited in a most spic and span style, and all highly finished, burnished, and polished; but most of the people who attend the exhibition are apt to suppose that the plumbing work should compare favorably with the carpentry, joinery, sheet-metal work, cabinet-making, etc.

It must, however, be pointed out that the plumbing work is done under entirely different conditions to that of the other exhibits, these being executed as ordinary class work during the session, and in some cases at home, and all without any time limit, so that there is no difficulty about making the work look presentable; whereas the plumbing work has to be done on one Saturday afternoon in about four hours, and generally the task is equal to a good day's work for a skilful plumber and his assistant. Little wonder, therefore, that, considering the majority of candidates are young men with short experience and practice in the trade, the greater part of the work is "a sight for to see," and not at all fair specimens of what skilful plumbers can turn out, if they are allowed a fairly reasonable time and proper assistance, which is not granted them in the annual practical examinations. If lead-burning examinations were to be conducted under the same conditions, one is inclined to think that the soldering would come out with flying colors. It must not, however, be supposed that our object is to find fault with the plumbing examination. This, rough as the results are, answers its purpose, perhaps, better than one where unlimited time is allowed; for the main object is not to obtain all-round good work, as under such conditions it would be impossible, but to test the abilities of the candidates and find out which are the best men, in order to award the certificates and prizes in a satisfactory manner.—The Decorators' Gazette.

CHEAP HEATING APPARATUS.

Those who have made a specialty of what was formerly called custom heating work look upon the advent of so much cheap heating apparatus as calculated to bring more harm than good to the trade, writes a contributor in The Metal Worker. These cheap heaters are not confined to the hot air furnace trade alone, but the smaller kinds of boilers for both steam and hot water heating are being added to the lines of all the manufacturers. It is pointed out that the average man who is building a house has become imbued with a false idea of his shrewdness in buying something cheap. He is satisfied with his keenness when he refuses to profit by the explanation of the real value of a good heating apparatus, and, instead, accepts price alone for his guide and takes a small apparatus which may partially heat his building in mild weather. Even such heating, however, will only be accomplished by the expenditure of a great deal of care on the fire and an extravagant consumption of fuel.

With the smaller steam and hot water boilers, where the price has been the principal argument used in making the sale, it is more than likely that the mains and branches will be no longer than will just carry the minimum amount of radiation. Under excessive firing the house may be heated in ordinary or mild weather, but when the severe cold weather comes it will be impossible to secure the desired degree of heat in any of the rooms connected with the apparatus on account of the scant radiation used. It is pointed out that in former days the gentleman who built himself a residence did it independently, and it repre-



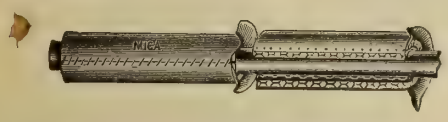
T L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Hardware, Plumbers' and Bicycle Specialties.

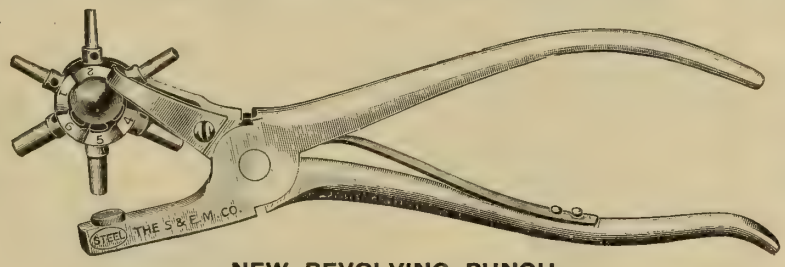
OUR GOODS ARE WELL KNOWN IN CANADA

No. 4

1898

CATALOGUE

Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

sented to a large extent his personality throughout, and owing to his giving it his personal attention the heating received the care which its importance entitled it to, inasmuch as the health and comfort of the family for six months of the year depend very largely upon the heating plant. When this custom prevailed the heating man could readily explain the advantages of a special arrangement of the pipes and flues. This method of building, however, was supplanted by builders of the better class erecting three or four or a half dozen houses of what might be called the custom-built type, and a man who desired a residence was saved all the care and annoyance of superintending his own building by buying a house of this class. Houses erected in this manner might truly be called speculative building operations, but as compared with the speculative building operations of today the term is a misnomer,

In instances where the operation will include from 50 to 100 houses a small difference on a furnace job or in a steam or hot water job may amount to a fair profit on the whole or be an item of some importance in the eye of the builder, and regardless of any superior merit the lowest bidder has been favored, creating a tendency not only to demoralize prices but to deteriorate the character of work done. As a result in many buildings a much smaller heating apparatus has been adopted and a system so cut down in its details has resulted that there is no profit in it for any who are engaged in the trade. The worst feature, without a doubt, is that the market is supplied. Neither the man who does the work nor the final owner is profited by it, and oftentimes the building operator goes to the wall in the process and all who have labored are only recompensed by the disappointment which they have reaped. When asked to suggest a remedy a somewhat cynical philosopher said: "Let the fools enjoy their paradise, and those who have better sense will charge more, have more leisure and at least an equal amount of profit."

PLUMBING AND HEATING CONTRACTS.

Labelle & Deschamps, Montreal, have secured the contract for plumbing, roofing and electric wiring in three houses for C. Parrie, Point St. Charles, Que.

The Bennett & Wright Co., Limited, Toronto, have contracts for the plumbing of a large residence in Newcastle and for the plumbing and heating of two houses on Wellesley street, Toronto.

Assignee Clarkson, who has charge of the estate of McMurtry Bros., general storekeepers of Midland, has declared a first dividend of 45c. on the dollar on liabilities of $4,000.

LONDON MASTER PLUMBERS.

AT the regular meeting of the Master Plumbers' Association of London, held recently, all the members were in attendance. The following officers were elected: Thomas L. Partridge, president; Ed. Holland, vice-president; W. Skelly, jr., second vice-president; James R. Haslett, secretary; Wm. Smith, treasurer. After the adjournment, Mr. W. H. Heard, the retiring president, extended an invitation to the members to the parlors of Bradford & Hodgins, where they were entertained with an oyster supper. Song, speech and sentiment were the order of the evening. All present expressed themselves as delighted with the success of the past year, and the flourishing and healthy condition the association enjoys, and a vote of thanks was tendered to the retiring president for his good work during the year and for his hospitality.

PLUMBING AND HEATING NOTES.

The Hamilton Acetylene Gas Machine Co., Ltd., have been incorporated.

The journeymen plumbers of Cleveland, Ohio, will go on strike on January 1. They demand that the master plumbers sign contracts not to employ helpers or apprentices for five years. The masters not only refuse to do this, but declare that hereafter they will employ all the helpers they want.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "**WADE & BUTCHER**" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Dec 31, 1897.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 50	1 55
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"	...	1 90
inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $2.00; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 24 gauge	....	0 03⅞
26 "	....	0 04⅛
28 "	....	0 04⅜

Chain.

oof Coil, 3-16 in., per 100 lbs	5 50	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20
"Tandem" A	0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 75
No. 3 do	4 37
No. 4 do	4 00
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
f.o.b. Halifax, St. John, Montreal, Toronto	
James' genuine	6 70
" " No. 1	6 20

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05½
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¼
Ultra marine Blue in 28-lb. boxes, per lb	....	0 08
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Casks	....
50-100 lb. kegs	....
25-lb. Irons	....
-lb. Boxes	....

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	0 42	0 43
Boiled, per gal. net	0 45	0 46

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 48

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 10
Small lots	....	0 11

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ... / " Sewing, per gross..	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to ch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 50
Belgium "	2 35
Canadian hydraulic	1 10

Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W.. per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 0

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¼
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pai	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 lis

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co "C" brand f.o.b. Montreal 50 p.c.
"M" brand 50 p. c.

HORSE SHOES.

F. o. b. Montreal and St. John, N. B.	....	3 25
Steel, " "	3 50	5 00

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 0
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 18
Mystic Metal.................. " 08
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Basis—50 to 60 dy. $1.85 f.o.b., Toronto, Montreal, Hamilton. London.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning...................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs..................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	6¼	00	7⅜
⅜ in.....................	6¾	00	7⅝
¼ and 5-16 in.	7¼	00	8⅜
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire............ 0 60 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each......... 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 5C
Whiting.... ... . 5 63 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 0 00 0 00
Door, per doz................ 0 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks.................................
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather .... 5 50 9 7[illegible]
Chesterman's, each .... 0 90 2 8[illegible]
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipmen 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb............... 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off vised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and gal vanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

		Small lots.
Galvanized, 2 barb, 2½ and 5 inches apart..............	....	2 30
Galvanized, 4 barb, 4 and 6 inches apart	....	2 30
Galvanized, plain twist, all.. delv'd.....................	....	2 30
Plain twist...................	....	2 30

Terms, 60 days, or 2 per cent. in 30 [illegible]

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. ... 1.35

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each ...... 2 00 [illegible]00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . 10 cents

New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—**15 cents.**

Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man.—**$1.50.**

Address:

The MacLean Publishing Co. Limited
TORONTO and MONTREAL

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 346-348 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

STAR HACK SAWS
BUTCHER SAWS
BRACKET SAWS

THE STAR HACK SAW

Has a file temper and one 5-cent blade will do more work than $1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

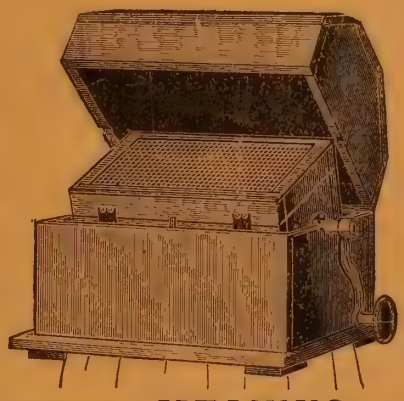
Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO. 93 Reade Street NEW YORK



Now is the time

to look up a good "Cinder Sifter," one that will give satisfaction.

THE CHAMPION ...Cinder Sifter

is the best in the market.

Write for Price.

Manufactured by . . . **MEAKINS & CO. - - MONTREAL**

BERTRAM, WILSON & CO.

LUMBERING SUPPLIES
AXES
SAWS and FILES
CHAIN
PEAVIES
PIKE POLES

IRON, STEEL HARDWARE and BICYCLE MERCHANTS

53 Yonge St. TORONTO

Acme Genuine Halifax

Skates just received. Large assortment. Full line, including Hockeys. The Genuine Halifax as cheap as the imitation German line. Prompt shipment guaranteed. . . . .

The John Bowman Hardware and Coal Co.

LONDON, ONT.

NOW READY FOR BUSINESS

Four hundred and fifty-six cases of New Goods opened. . . .

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

WE WANT TO HEAR.

WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

The Gutta Percha and Rubber Mfg. Co.
OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

We'll Help You

make the new year the most prosperous and successful year on record. If you are not already handling . . .

ROBERTSON'S
Pure Prepared Paints

let us send you a trial order at once. They are great trade makers. Once you sell a man a tin of our Paint he is your friend forever.

Made only by...

The JAMES ROBERTSON CO. Limited 263-285 King Street West, **Toronto**

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, JANUARY 8, 1898 | No. 2

MAGNOLIA METAL

In use by
TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings
Beware of Fraudulent Imitations.
MAGNOLIA METAL COMPANY
London Office—49 Queen Victoria St.
Chicago Office—Traders' Building.
Montreal Office—
Caverhill, Learmont & Co.
General Dominion Agents.
Owners and Sole Manufacturers,
266 and 267 West St., New York

AN EXPERT'S TESTIMONY

A gentleman who had a long experience in our galvanizing department, and who has since spent some years in the same business in the United States, was questioned recently regarding the comparative value of the galvanizing of "**Queen's Head**" and other brands. He replied that in his experience, which had brought him in contact with many of the best makes, he knew of none that used spelter of equal purity to that used on "**Queen's Head**" sheets.

Probably this explains why "**Queen's Head**" does not peel so easily as other brands.

JOHN LYSAGHT, LIMITED,
BRISTOL AND MONTREAL.

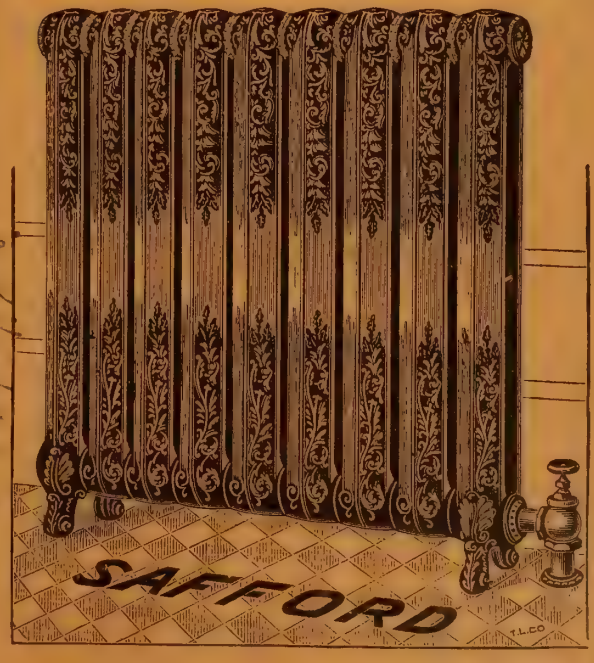
The Largest Radiator Manufacturers Under The British Flag.

In no other Radiators have the essential qualities of the modern heater been brought to such a stage of excellency as in the

"SAFFORD"

PATENT
SCREWED
NIPPLE

"RADIATORS"



For Heating by Hot Water and Steam.
The only Radiator made without Bolts or Packing.

Manufactured by

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

FINE
CUTLERY

SEE OUR NEW PATTERNS.

CARVERS' SETS. CASES.

PEN POCKET TABLE KNIVES

RICE LEWIS & SON
(LIMITED)

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.
Limited.

TORONTO

"Diamond"
"Granite Steel"
. . and . .
"White"

ENAMELED WARE.

Goods that will bring you customers, and hold them.

We use the utmost care in manufacturing and handling these goods, and can consequently guarantee every piece.

You can depend upon prompt shipment.

KEMP MANUFACTURING CO.
Toronto, Canada

METALS

Antimony, Copper Lead, Tin, Zinc . . .

M. & L. Samuel, Benjamin & Co.

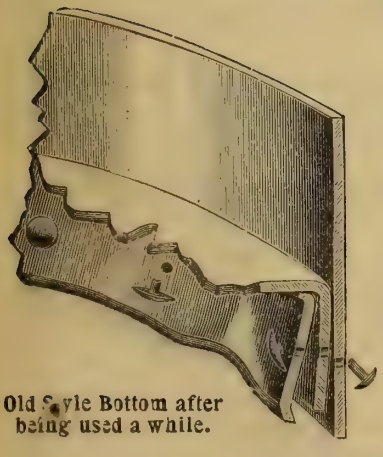
ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

ESTABLISHED 1860. INCORPORATED 1895.

MILK CAN TRIMMINGS

A FEW OF THE REASONS WHY EVERYBODY ASKS FOR DAVIDSON'S MILK CAN TRIMMINGS.



Old Style Bottom after being used a while.

Because

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically two piece. The rim of Patent Bottom is turned in over edge of bottom proper, making smooth, uniform edge, that will not tear floors of factories or waggons.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

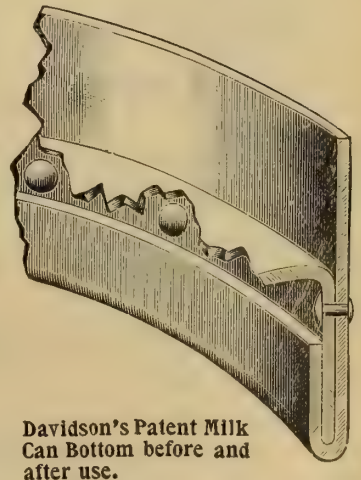
Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.



Davidson's Patent Milk Can Bottom before and after use.

TINNED IRON CUT TO SIZE IN STOCK AT RIGHT PRICES.

The Thos. Davidson Mfg. Co., Limited, - Montreal, Que.

For Country Trade

Don't be without our famous

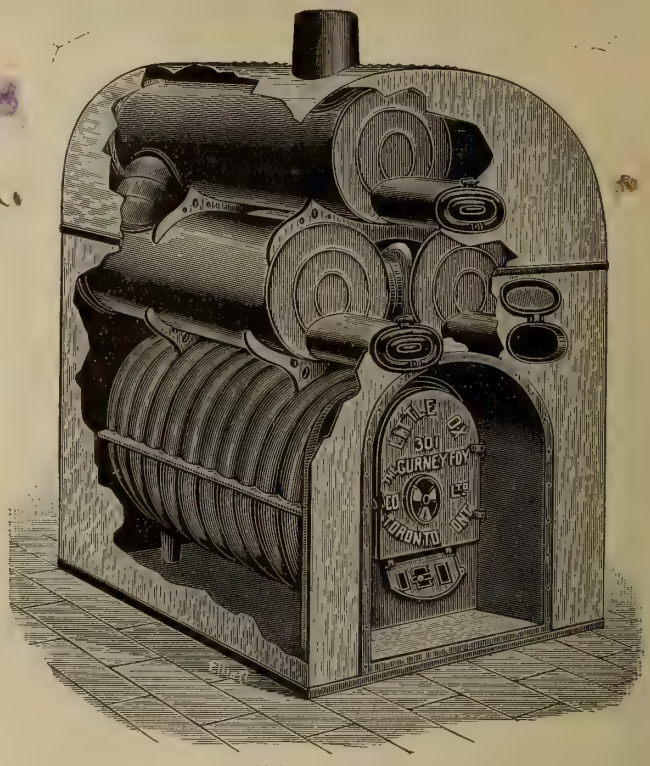
RETURNED
Feb 17/98
T.M.A.

LITTLE OX Wood Furnaces

They are the most powerful furnace of their class in the market, take 3 ft. rough wood, are easy to manage and clean, with a guaranteed capacity up to 30,000 cubic feet.

We make them portable or stationary for brick setting, and with either Double or Triple Return Flue Radiators—giving them an immense fire travel.

The price is low—write us about them.



Portable—With Triple Return Flue Radiator.

The GURNEY FOUNDRY CO. Limited, TORONTO

The GURNEY-MASSEY CO. Limited, MONTREAL.

THE HARDWARE MAN WANTS THE BEST PAPER FOR WRAPPING PURPOSES.

Before our celebrated Wrapping Papers are put in stock they have to pass a severe examination at the mills at Hull as to strength of texture.

We are our severest critics and have no mercy on ourselves.

We couldn't deceive ourselves if we wanted to.

That is what gives our Wrapping Papers so good a name for strength.

The E. B. EDDY CO., Limited.

Branches and Agents throughout Canada.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JANUARY 8, 1898 No. 2

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

SHORTER TERMS OF CREDIT AT LAST.

IT was stated in last week's issue that a movement was on foot to establish shorter terms of credit among the wholesale hardware trade of the country. This week we are able to state that the movement has been successful.

The terms are now four months, cash discount 3 per cent. 30 days, instead of six months, 5 per cent. 30 days.

These terms cover all sales made to purchasers in the provinces of Ontario and Quebec and the Maritime Provinces, and have been subscribed to, with one exception, by all the wholesalers in these provinces. The firm which has not signed the agreement is not, however, opposed to it. On the contrary, it has stated that it not only has its approval, but, what is more, will also have its support and co-operation as long as those who are parties to the agreement adhere to its principles.

The necessity for shorter terms of credit has been recognized by the wholesale hardware dealers of the country for a number of years, but until now every attempt to secure the desideratum has been abortive, and HARDWARE AND METAL has been informed by one of the signers of the agreement that the credit for its consummation is largely due to Mr. Hardy, of R. & T. Jenkins, who engineered the negotiations.

The agreement is naturally looked upon with favor by the wholesale men and, as far as we can learn, it also has the approval of most of the manufacturers of the country.

Unquestionably it is a movement in the right direction and for that reason it is entitled to the support of every business man.

It is going to put business that much nearer the cash basis and therefore it must be right. Wholesalers and retailers know that it pays both to buy and to sell for cash.

For many years past credit has been too cheap. Both wholesalers and retailers recognize this. And the concomitant of cheap credit has been the competition that is the death and not the life of trade. The result has been loss and injury not only to the wholesaler, but to the retailer as well.

The tendency of the shorter terms of credit agreed upon by the wholesalers will naturally tend to produce a better state of affairs in this respect.

Aside altogether from the principle involved in the direction of shorter terms of credit, the agreement arrived at by the wholesalers is practically better for the retailer than the terms which preceded it. The cash discount of 3 per cent. 30 days is equal to 12 per cent. per annum. Now, if the retailer takes the extra three months' time on a bill of goods, he is paying 3 per cent. for three months' accommodation, which is, of course, again equal to 12 per cent. per annum, which is more than any retailer can afford to pay for such accommodation. By taking his discount at the end of 30 days the retailer saves 12 per cent.; by taking the four months he loses 12 per cent.

Long terms of credit are conducive to careless buying. When a merchant, be he retailer or wholesaler, knows he has six months or more in which to pay for goods he will naturally be inclined to buy more heavily than he otherwise would. And heavy buying often means over-buying, while over-buying in turn means, of course, unprofitable buying.

The wholesale men are certainly to be congratulated upon the agreement they have arrived at. It now remains for them to keep it.

DO NOT WANT TO PAY THEIR DEBTS

A case of much interest is before the New Brunswick courts. Government officials were ordered by one of the judges to make monthly payment on certain debts. They are now contesting the matter, holding that inasmuch as the Legislature cannot order taxation on the salary it cannot order the payment of part or the whole of the salary. The result will be awaited with interest.

BRITISH MERCHANTS AND TRADE WITH CANADA.

IN prospecting for business in a new field, manufacturers or merchants must accommodate themselves to the business conditions of such new field.

No two countries are altogether alike in matters commercial any more than they are in regard to national characteristics. Methods which obtain in England are foreign to Canada, and what may be the rule in Canada may be the exception in Argentine.

Never in the history of the Dominion was the desire to do business with Great Britain so strong as it is now. Canadians are practically consumed with the desire to give British goods the preference over those of any foreign country whenever they can possibly do so. But time and again they are impressed with the fact that a number of British manufacturers and merchants, who assay to come up and possess the Canadian market with their goods, are balked in their purpose by their own lack of appreciation of their duty in the premises.

No country in the world has got such capable and solid business men as Great Britain. For the ideal we look nowhere else. But while this is all true there are some of them who are so wedded to custom that it has become a positive injury to them as far as their efforts to secure Canadian trade is concerned.

They appoint representatives in this country, but they may almost as well, in some instances, select blocks of wood and stone, for they tie them about with conditions which make them little better than automatons, to say the best. The principals must do all the thinking, the planning and the engineering. And all the thinking, the planning and the engineering is apparently done on the presumption that the conditions in Canada are the same as those obtaining in Great Britain.

Those in the Motherland who desire to secure a market in Canada for their wares should first of all appoint as agents men who are capable, reliable and have the endorsation of the trade. And then give them some latitude for the exercise of their own judgment. If they are not worth being given this latitude they are not worth being appointed as agents. There are some agents now representing British houses which are merely cumberers of the ground. They toil not, neither do they spin. To give them latitude would be only adding to the foolishness of appointing them the foolishness of giving them greater opportunity of working injury instead of good.

In Canada there is ample room for British mannfacturers and merchants to extend their trade ; but they must go about it in the right way in order to secure the desideratum. The chief of Britain's competitors are wiser in their generation in this respect than she is, and that is why they are getting a great deal of the trade that Canadians would rather see going to her.

SELFISH CLERKS AND MERCHANTS.

A MAN who is all for himself is of little value to anyone else and is a poor asset to himself. This fact applies whether the man be merchant or clerk.

A man's value is not that which he sets upon himself; it is the estimate people place upon him.

If the clerk behind the counter has an eye single to his own glory ; if his first and only concern is himself and not his employers, not only is he dishonest, but he will never reach a permanent place high up in the ladder of success. There have been men who have elevated themselves by unscrupulously using others as their stepping stones, but these very stepping stones have subsequently been stumbling blocks which have hurled them from positions which they should never have occupied.

Selfishness is just as reprehensible in a merchant as it is in a clerk. He whose only concern is to get out of clerk and customer all he can is unwise as well a short-sighted. Shylocks seldom get their pound of flesh. Employes render full and ready service not to slave-driving and selfish employers, but to just and considerate ones. Nor do customers give preference to selfish merchants ; they leave their dollars with the considerate one and their cents with the disciples of Shylock.

Selfishness, like a bubble, may look promising, but he who trusts in it will be disappointed.

BARB WIRE IS NOW FREE.

IN accordance with the new tariff adopted at the last session of the Dominion Parliament barb wire on Saturday last, the 1st inst., was placed upon the free list. Previous to that the duty was three-fourths of a cent per pound. Wire for the manufacture of barb wire also went upon the free list.

What will be the final result to the manufacturers of barb wire in Canada remains to be seen. One thing at the moment seems certain : they will only have a fractional part of the trade that was theirs formerly. Indeed, there is a possibility of their losing it altogether. In the meantime, however, they are not disposed to surrender without a fight. As far as HARDWARE AND METAL can learn, the factories have, notwithstanding the large quantities of United States barb wire which have been sold on Canadian account, decided to continue manufacturing for the time being in the hope of being at least able to gather a few crumbs of the trade.

What we said at the time the Government announced its decision to place barb wire upon the free list we repeat ; it was most unfair to remove at one blow the protection which had hitherto been accorded the industry. If three-fourths of one cent per pound was too high protection the duty of the Government was to reduce it to a point where it would be considered moderate, and not remove it altogether, when, by so doing, an industry was likely to be wiped out of existence.

Had it been the policy of the Government to remove protection from all iron and steel industries the barb wire makers would not really have had as much cause for complaint as they now have. The sore spot to them is that they been have picked out from all the list of manufacturers of iron and steel to be immolated upon the altar of free trade, when by so doing the object was to win the applause of a gallery of farmers.

With the cost of manufacture in the United States so much lower than in Canada, plus the more favorable freight rates, HARDWARE AND METAL cannot see anything but a poor outlook for the makers of barb wire in Canada.

In order to succeed in business one must know his business.

REASSURING TRADE CONDITIONS.

THE trade outlook in Canada is much better than it was a year ago at this time. Then the tide of depression had not even reached the ebb. Now the trade of the country has a well defined good times flow. The railway earnings, the clearing house returns, the failure statistics, and the condition of trade generally put this beyond all dispute.

The net profits of the C.P.R. for the eleven months of last year ending with November were, as pointed out a week ago, 28 per cent. larger than for the same period of 1896. The net profits of the G. T. R., while not so large as those of the Pacific road were, nevertheless, considerably larger than those of the previous year.

The failures in Canada in 1897 numbered 1,907, a decrease of over 12 per cent. compared with 1896, when the number was 2,179. The assets were $5,191,647 against $6,724,535 in 1896 and the liabilities $13,147,929 against $16,208,460. Although the liabilities were nearly 19 per cent. less than the year before, yet it will be noted that the percentage of assets to liabilities was smaller than in 1896, the proportions being 39.1 and 41.2, respectively. Taken on the whole, however, the failure list is a much more satisfactory one than that which preceded it.

The clearing house returns in Canada, as given by Bradstreets, are $1,148,065,000 for the year. This is the largest on record. In 1896 the amount was $1,028,997,242, or $120,067,758 less. In other words, the clearing house returns increased by over 11½ per cent. during 1897. Then the bank note circulation, the loans and discounts, the deposits, etc., all show increases of more or less importance. Furthermore, there are the values of bank stocks and the transactions in the same to consider; and these are all strongly in favor of 1897 as compared with 1896.

The foreign trade of the Dominion is another criterion as to the favorable condition of business, our exports for the fiscal year ending June 30 last being valued at $123,959,838, the largest on record, and about 25½ per cent. in excess of the exports of 1890. Since the fiscal year of 1897 opened there has been a continued expansion of exports, the figures for the five months ending with November showing an increase of not less than $14,414,172 compared with the same period in 1896. The totals for the two respective periods are $74,896,807 and $60,739,277. The greatest increases are in animals and their products, agricultural products and minerals, although there was an expansion in every specified line.

The outlook for 1898 is the brightest in the history of the Dominion. There is no question about it. We have, first of all, the patent fact that trade is now active and healthy; add to this the influx of population to the mining and farming districts in the country and the general attention which Canada is occupying the world over, and one can come to no other conclusion than that the ensuing twelve months are most promising.

CHANGE IN CUT NAIL LIST.

THE manufacturers of cut nails have revised their list and fixed 30, 40, 50 and 60d. as the basis instead of 50 and 60d. as before, while the following extras have been decided upon: 16 and 20d., 5c. per keg extra; 10 and 12d., 10c. ditto; 8 and 9d., 15c. ditto; 6 and 7d., 30c. ditto; 4 and 5d., 40c. ditto; 3d., 65c. ditto; 2d., $1 ditto. Fine blued—3d., $1 per keg extra; 2d., $1.50 ditto. Common barrel nails—1⅛ to 1-inch, $1 per keg extra; ⅞-inch, $1.25 ditto; ¾-inch, $1.50 ditto.

The list is now as follows:

2d. and 3df	$2 85
3d	2 50
4 and 5d	2 25
6 and 7d	2 15
8 and 9d	2 00
10 and 12d	1 95
16 and 20d	1 90
30, 40, 50 and 60d. (base)	1 85

It will be noticed that the idea in changing the list on cut nails has been to make it comply with that on wire nails.

DISCOUNT ON TACKS.

The terms and discount on tacks have been changed this week by the manufacturers. They are now four months or 3 per cent. 30 days, instead of four months or 5 per cent. 30 days as formerly.

This is a sequel to the shortening of the terms of credit by the wholesalers on general hardware.

TO CONSIDER THE INSOLVENCY QUESTION.

A CONFERENCE of representatives from the different boards of trade in the country is to be held in Montreal next month for the purpose of devising ways and means of urging upon the Dominion Government the need of an insolvency law..

The idea is a good one. No matter how great a need there may be for a certain law, it will never be forthcoming until those who feel its need join their forces and contend for it.

The old insolvency law was repealed eighteen years ago, and since then the need of another one has gradually become more felt, until to-day the great majority of the business men of the country are warm supporters of such a measure. The old law, of course, they do not want resurrected. It is anathema.

There are several reasons why there should be an insolvency law. Probably the most paramount is the better safe-guarding of business, the present conditions being conducive to dishonest practices. Then there is the absence of uniformity, which needs to be remedied. That is by no means an unimportant matter. The cost of winding up estates is now glaringly excessive, and if an insolvency law can only reduce this cost to a moderate sum, and accomplish but little else, it will have done a great deal. Relief for capable and honest but unfortunate debtors is another thing that requires to be regulated by law.

It is to be hoped that every board of trade in Canada will be represented at the gathering in Montreal, and that not only ways and means of securing an insolvency law may be considered, but that advantage will be taken of such an occasion to rectify any little flaws there may be in the bill which it is proposed to bring before Parliament at its next session.

MAY NEED SUPPLIES.

Mr. J. D. Anderson, jr., 214 St. James street, Montreal, is preparing to start for the Klondyke early in the spring.

The Klondyke Mining & Transportation Corporation, Victoria, B.C., is instituting an expedition to the Klondyke. It will be in charge of the Hon. Edgar Dewdney, and will be accompanied by Mr. Caldwell Ashworth, of London, a director of the corporation.

Mr. Frank Mobby and Mr. D. G. Stewart, of Lacomb Links, Alberta, intend going to the Klondyke in the spring.—Edmonton Bulletin.

THE NORTHWEST TRAVELERS' CONCERT AND BALL.

THE majority of people in Winnipeg annual social events usually partake of the nature of a dinner, where, at the fag end, someone proposes and someone else responds to a toast to "the Ladies." But the commercial travelers are not among these. Perhaps many and prolonged absences from home have taught them the value of their womankind. At all events, any entertainment given by the "Knights of the Grip" is sure to include their mothers, wives and sweethearts, until the Northwest Travelers' annual entertainment is looked forward to as one of the pleasantest social events of the winter holiday season and almost a big family party. The date falls between Christmas and the New Year, and on this occasion it was Tuesday, the 28th of December.

All big social events come off in the dining room of the Manitoba Hotel, which makes as fine a concert and ballroom as can be found in Canada. On this occasion the decorations were evergreens, flags of all nations, and bunting prettily arranged, and all the lights of the big bronze electroliers were covered with shades of delicately-tinted crepe paper.

The first part of the evening was devoted to a concert of choice music by some of Winnipeg's leading artists. Then, while the chairs were being removed, the guests, some 300 in number, promenaded the spacious drawing rooms and corridors. At 11 o'clock the orchestra struck up the first Lancers and in a moment the floor was crowded with dancers.

From the vantage ground of the orchestra balcony, at the west end of the room, the scene was a pretty one. The majority of the ladies wore light colored gowns, pink and cream preponderating. The soft lights, the floating draperies as the dancers moved in time to the perfect music, made it seem like a glimpse of fairyland.

The dance programme had been carefully selected, and included many old favorites, familiar to all. The supper, laid in the small banquet room and spacious corridors, was so well arranged that there was no tiresome waiting, while the tables, being laid for four, six or eight, gave an opportunity for parties to gather together and indulge in social chat. The table ecorations were white hyacinths, red roses and ferns. The supper was the best of its kind. It was, in fact, one of the features of the night, and though one pretty girl in blue was heard to exclaim, "they should not serve supper at balls; it takes so much time from dancing," it is doubtful if she had many sympathizers.

The whole entertainment, from first notes of the overture on the concert programme to the last soft strains of the final two-step, was an unqualified success and adds new laurels to those won by the association as good hosts; and all present felt the orchestra should have played, "For they're all jolly good fellows."

Quite a few came in from outside points to attend. From Brandon—Miss Bertrand, Dr. Devine, and Messrs. R. A. Hunt, Peter Mitchell and C. B. Whitehead, Mr. and Mrs. Merrick; Virden, Mr. Matt. Lawrie,—Morris and others.

The committee, to whose energies and ability much of the success is due, was: Messrs. F. J. Cox (chairman), Wm. Hargreaves, C. R. Steele, Frank Agnew, C. H. Jefferys, Jim Lindsay, Fred Drewry, A. L. Bryan, C. Holden, E. L. Thomas, M. W. Rublee, Ald. H. Wilson, Jas. Mundie and John M. O'Loughlin. Mr. E. L. Thomas and J. Lamb acted as floor managers.

Mayor McCreary was present and opened the ball with Miss Robertson, daughter of I. P. Robertson, provincial librarian.

As there were 125 ladies present, it is impossible to describe all their gowns, and readers of HARDWARE AND METAL will have to be content with the knowledge that there were pretty gowns as well as pretty women in abundance.

Thursday night Mr. John M. O'Loughlin, the retiring secretary, gave a quiet little dinner to the newly elected and retiring officers, at which many good stories were told and many quaint experiences related.

SMELTER FOR HASTINGS.

Mr. W. A. Hungerford (a former resident of Middlesex County), has returned from a two weeks' trip to St. Louis, Mo., where he purchased a smelter for the treatment of gold ores. While there he also took instructions in the art of smelting gold ore. The smelter is a five-ton one and will be erected near Millbridge and will be in working order in about ten days. This is the first smelter ever brought into the Hastings gold district, and as it is now conceded that this is the right treatment for North Hastings ores, it is to be hoped that Mr. Hungerford's enterprise will meet with the success it deserves so well. Ore will be treated for customers at $6 per ton, but large lots will be handled at special rates. Already Mr. Hungerford has been offered a large amount of work for his smelter, and will in all probability have to keep it running full blast when once it starts. The main work for which the smelter has been secured is to thoroughly test the various North Hastings properties in which Mr. Hungerford is interested.—Belleville Sun.

CATALOGUES, BOOKLETS, ETC.

Nichols Bros., Greenfield, Mass., have just issued a neat little catalogue descriptive of the numerous butchers' tools manufactured by them. The catalogue of itself is a pretty piece of work. It also contains a striking advertisement of the fact that their knives, of which they make all kinds, are made from refined double shear steel rolled expressly for them, and are all hand forged. All tools manufactured by them and bearing the brand "Nichols Bros." are fully warranted against being soft or breaking from a flaw. Write for a copy of the catalogue.

A BRIGHT IDEA.

The Nicholson File Co., of Providence, R.I., has favored its trade friends with a most original and tasteful New Year's greeting. It is in the form of an old English parchment sheet, engraved in old-time lettering with appropriate well wishes, both the engraving and wording being after the manner of ancient court documents. At the bottom appears President Nicholson's signature with a crude old-fashioned red seal stamped beside it. The whole is in keeping with the high standard set by this concern in everything it undertakes.

A THING OF BEAUTY.

Mr. A. M. Rowan, hardware merchant, St. John, N.B., one of HARDWARE AND METAL'S subscribers in the Maritime Provinces, is remembering his customers this year by distributing a calendar to them. It is a thing of beauty. HARDWARE AND METAL wishes Mr. Rowan success the new year.

NEW LIST AND DISCOUNT SHEET.

The Montreal Rolling Mills Co. have just issued to the trade a neat, new price list and discount sheet, which went into effect January 1st, of brass and copper wire, staples and double-pointed tacks, iron and steel wire. The list should be preserved for future reference. It is got up in such simple form any person can understand it and find it handy to refer to when ordering goods. They also enclose a steel list describing the different qualities and sizes manufactured as well as the weight per bar. If you have not received one drop a line and one will be mailed to any address.

DANGERS IN ANNEALING.

MORE steel is injured, and sometimes spoiled, by over-annealing than in any other way. Steel heated too hot in annealing will shrink badly when being hardened; besides, it takes the life out of it. It should never be heated above a low cherry red, and it should be a lower heat than it is when being hardened. It should be heated slowly and given a uniform heat all over and through the piece.

This it is difficult to do in long bars and in an ordinary furnace. The best way to heat a piece of steel, either for annealing or hardening, is in red hot pure lead. By this method it is done uniformly and one can see the color all the time. We do some heating for annealing in this way and simply cover up the piece in saw dust, and let it cool there, and we get good results. All steel makers know the injurious effects of overheating steel and of over-annealing, but their customers are continually calling for softer steel and more thorough annealing. Until users are educated up to the idea of less annealing and to working harder steel, both will suffer, for the user will continually complain of poor steel.

Several years since we caught on to the fact that steel was injured by over-annealing, and that good screw threads could not be cut in steel that was too soft; our men would rather take the steel bar direct from the rolls without any annealing than to take the risk of annealing. At present we get it from the makers in passable condition, but not as it should be, and unless the steel makers find some way to heat the bars of a uniform heat and at a low cherry red, we must either use it raw from the bar or anneal it ourselves. We find also that this soft annealing makes a much greater shrinkage and spoils the lead of the thread, and that from the bar without any annealing there is very little trouble in this respect.

When O. H. and Bessemer machine steel were first introduced they were poorly made and hard to work. Users constantly urged the makers to make it softer, until when a maker could say his steel was as soft as iron, and not more than .10 or .15 of 1 per cent. carbon, he had the market. This company found out early that this soft machine steel was almost worthless. A shaft would bend easily in working, and if a lead screw was to be cut it was not possible to get a smooth thread and a good finish.

Now we either make shafts and spindles of cast steel of a high carbon or of machine steel of about .50 per cent. carbon without annealing. Our men kicked at first, but now they complain if it is soft, because they cannot cut a good thread and cannot keep it as true.—Sparks.

THE SHERWIN-WILLIAMS PAINTS

We're often asked if they are any better than white lead and oil mixed in the usual way. We don't hesitate to reply, "Yes, very much better."

Why?

Because in making **S.-W. P.**, we're only half through where lead and oil leave off. We take the lead, and we take the oil, and we add zinc to it, to give it greater durability. We mix all by powerful machinery, and then grind them through heavy paint mills, until all are thoroughly amalgamated, and so combined as to make a perfect paint—perfect in covering, perfect in wearing, and perfect in appearance.

There is no secret about our process. Anybody with common sense can understand that paint prepared in this way must be better than lead and oil mixed up with a stick in a paint pot. There is really no comparison.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

DEATH OF A BRASS FOUNDER.

The death occurred Saturday morning, at his residence, Birmingham street, Halifax, of John Hunter, the well-known brass founder. Mr. Hunter was out a couple of days before Christmas and subsequently had been under medical treatment for a heavy cold. He had been complaining for some time, and it is believed that he never fully recovered from a severe attack of la grippe from which he suffered two years ago.

Mr. Hunter was about 78 years of age and had spent about half a century in Halifax. For a good many years he has carried on a business on Sackville street, with his son Edward, but he first opened on Hollis street, Halifax, with Robert Wright as his partner. For some years Mr. Hunter did a large volume of business, but failures of firms indebted to the extent of thousands of dollars led to business reverses, since which time he has done business on a more limited scale. The deceased, who was a native of Glasgow, Scotland, was a citizen much respected by all classes, and his death will be deeply regretted. Mr. Hunter's brother died only a couple of months ago. He leaves two children, a daughter and a son, the latter, Edward, being associated with him in business. The funeral took place on Monday.

CANADIANS ARE INTERESTED.

The San Francisco Chronicle of Dec. 30 says: "The dispatches received some weeks ago announcing the sale of the Alaska Commercial Co.'s properties to a London syndicate are confirmed by the prospectus of the British-American Corporation, published in London. The selling price is not given in the prospectus, but it can be surmised approximately. The British-American Corporation is capitalized for £1,500,000, of which it offered for subscription at par 1,000,000 shares of one pound each. The new company was financed by the London & Globe Finance Corporation, of which the Marquis of Dufferin, formerly Governor - General of the Dominion of Canada, is chairman, and Lord Loch, late Governor of Cape Colony, and C. H. Mackintosh, Lieutenant-Governor of the Northwest Territories, are directors. The English company will carry on the mercantile and transportation business of the Alaska Commercial Co., and will also engage in banking and mining.

The American Axe & Tool Company

MANUFACTURERS OF

Axes, Adzes, Hatchets, Mattocks, Picks, etc.

T. C. COLLINS
No 10 St. John St., Montreal
Agent for Canada.

253 Broadway
NEW YORK

Catalogues and Price List on application.

SHERBROOKE NOTES.

THE roof of the Brothers' School in Sherbrooke was consumed by fire, and the lower part deluged by water, on Thursday, Dec. 30.

R. Smith & Co., machinists, report a good business.

The Gardner Tool Works are closed down for a week for repairs.

A. H. Foss reports business good, due to his usual display of nice and useful goods at Christmas.

The Jenckes Machine Co. are getting out a fine lot of machinery suitable for pulp and paper mills.

The Council of the town of Magog is enforcing the bylaw which stipulates that all buildings must be covered with iron and brick.

Mr. Phelps, of Eastman, formerly proprietor of the Phelps Machine Co , Eastman, has accepted a position with the Jenckes Machine Co.

The merchants in Townships report business good during the Christmas trade. Had the snow come earlier trade would have been even larger.

J. S. Mitchell & Co. had an unusually fine display of Christmas goods, and report business good. J. F. Kerr also showed some nice Christmas goods.

The Sherbrooke citizens have again shown their business shrewdness in selecting business men, not lawyers, for positions in the City Council, Mr. G. A. Lebaron being chosen as the representative for the north ward.

THE BELGIAN GLASS MARKET.

The Belgian window glass market continues extremely active. The demand is so large that it is almost impossible to place orders for prompt delivery. All the factories have booked enough orders to assure full employment until far into the coming year, and if the difficulty between employers and employes in America is not settled soon, the Belgian window glass industry will enjoy the most prosperous season that it has ever had. At all events, the Belgian manufacturers have the assurance of a satisfactory market for many months ahead, and they will be in a position to advance prices before long. The deficiency in the supply, caused by the idleness of the American factories and the further fact that the large demand from other countries is showing no falling off, gives an extraordinary firmness to the Belgian market. Discount rates for America are quoted at 80 to 81 per cent. for single strength, 83 to 84 per cent. for double strength. Of all the furnaces in Belgium there are but two idle at present, one at Mondron and one at Jonet, the idleness in both cases being due to necessary repairs.—Moniteur de la Ceramique et de la Verrerie.

THE MAKING OF COWBELLS.

One of the comparatively few things that the hand of improvement has not touched is the cowbell, which is made now just as it was fifty, a hundred, and more, years ago, and has now just the same peculiar, clanking sound as ever, says an exchange. Cowbells are made, some of copper and some of a composition metal ; but most of them are made of iron and finished with a coating of bronze. The cowbell is not cast ; it is cut from a sheet of metal which is folded into shape and rivetted. The metal loop at the top, through which the strap is passed, is rivetted into the bell. Cowbells are made of ten sizes, whose sounds range through an octave. Sometimes musical entertainers who play upon bells of one sort and another come to the manufacturer, and by selection among bells of the various sizes find eight bells that are accurate in scale.

There are only four factories in the United States in which cowbells are made, and in each case the cowbell is only an item of production among many other things. Cowbells are sold all over the country, just the same as ever, but much the greater number are sold in the south, the southwest and the west, where farms are larger, less likely to be under fence, and cattle are more likely to stray. There are sold in those parts of the country a hundred dozen cowbells to every ten dozen sold in the east.

NOVA SCOTIA IRON CO. TO MOVE.

THE CHRONICLE, the other morning, published a rumor that the Nova Scotia iron works at Ferrona were to be removed to Louisburg. It is now stated that such a move is within the possibilities. The object in locating the works at Ferrona was to be alongside the immense deposits of ore supposed then to exist there and also to be near coal and limestone. But the deposits of ore were not extensive and now nearly all the ore used comes from the company's ore beds in Newfoundland. It is further said that Pictou county coal is not so well suited for smelting as is Cape Breton coal. In fact, the company made practical test of the latter with the result that they ordered something like 10,000 tons. This had to be taken from Louisburg to Pictou Landing by water and then to Ferrona by rail. By locating at Louisburg the company would be alongside the kind of coal they require and would be saved the haul by rail of their ore from Newfoundland.

But there are other and greater reasons. It is said the company have an eye on the English market. Alabama pig iron is being shipped to England at a profit. Were the Nova Scotia company's works at Louisburg they would have a big advantage over their Alabama competitors in the matter of freight. The Alabama iron works are handicapped with a haul of several hundred miles to the seaboard, after which the iron must be carried nearly 4,000 miles by water before it reaches its destination.

By being located at Louisburg the company would have no haul overland to contend with and only a short Atlantic voyage to place their goods on the English market.

An "urgent" meeting of the company was held in Halifax last week. It is said this subject was discussed.—Chronicle, Halifax.

H. S. HOWLAND, SONS & CO.

37 West Front Street

Toronto.

JUST TO HAND...

Following sizes and numbers :

Spring Skates

HALIFAX PATTERN

No. 5. Ordinary Quality.....Sizes 9, 10, 10½, 11, 11½, 12 in.
No. 7. Best Quality .....Sizes 9, 9½, 10, 10½, 11, 11½, 12 in.
No. 10. Nickel Plated.....Sizes 9, 9½, 10, 10½, 11, 11½, 12, 12½ in.
No. 13. Nickel Plated and Concaved.....Sizes 8½, 10, 10½ in.

Hockey Skates

No. 510. Crescent Hockey....Sizes 8, 8½, 9, 9½, 10, 10½, 11, 11½, 12 in.
No. 531. Best Quality, Full Polished,
Sizes 8½, 9, 9½, 10, 10½, 11, 11½, 12 in.
No. 532. Best Quality, Nickel Plated,
Sizes, 8½, 9, 9½, 10, 10½, 11, 11½ in.
No. 764. Ideal Puck Stopper, Full Plated and with Concave Blades,
Sizes 9½, 10, 10½, 11, 11½, 12 in.

ORDERS FILLED PROMPTLY.

H. S. HOWLAND, SONS & CO., 37 West Front Street, TORONTO

Compliments of the Season.

AMONG THE RETAILERS.

The Quiet Season.

January and February are generally conceded the dull months of the year in the hardware trade. During this time some of the progressive dealers of Toronto make it a point to, besides taking stock, thoroughly sort their stock, with an ever-watchful eye to note any possibility of re-arranging their store, or any part of it, if by so doing facilities will be improved for selling or displaying goods, or to make surroundings more pleasant and comfortable for customers. One dealer told me this week that every year some improvement has been suggested and carried out by him, the effect being that each change effected a noticeable increase in sales or reduction in expenses. On the other hand, some merchants, instead of looking for a possibility of improvement, take things as they come. One such told me he was going to polish up his looking glass and see what he looks like. A few weeks so spent may be very elevating and may have a tremendous effect on one's personal appearance, but I do not think it will materially increase the weight of one's pocket-book or enlarge their bank account before the end of the year. As a prominent man has said, "Business is business," and every opportunity to increase it should be taken hold of. J. T. Russill, King street east, has taken away one of his long counters and replaced it with a stand with a glass show case. The stand is enough lower than a counter to enable the salesman to easily make use of the top of the show case, and thus be in a better position to deal with customers. Other and very extensive changes will also be made in his store during the present weeks.

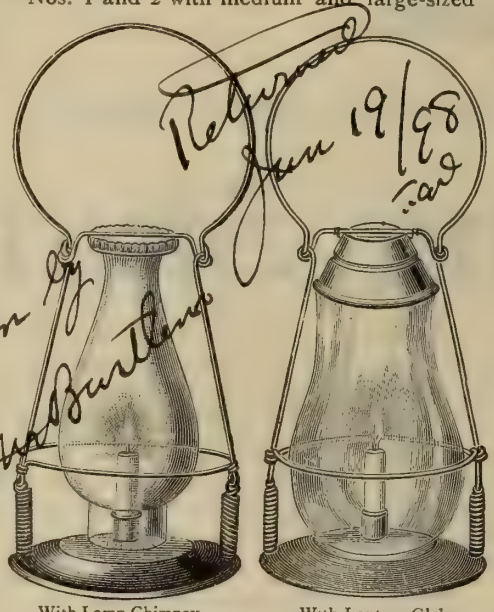
Klondyke Trade.

Although, generally speaking, there is a great deal being said about the large numbers going to the Klondyke this spring, there does not seem much activity among hardware retailers to catch the trade of parties starting from Toronto. One sporting-goods firm is making a display of all articles which it carries which are likely to be wanted by Klondyke parties. The firm states that enquiries have been much more numerous than was even anticipated, and that it has done, and expects to do, a respectable amount of business in this line. As the present is such a quiet season, it seems reasonable that a little time and money spent in displaying miners' hardware, etc., should yield a sufficient profit for such outlay. There was published in HARDWARE AND METAL some time ago a list of the hardware necessary for prospecting and mining. As will be seen, these articles are such that almost any retailer can fill a full order for them. I heard this week of a retail grocer who tendered to supply a party of seven in competition with many wholesale firms, and got the tender, which amounted to over $1,000. It's worth considering.

THE RAMBLER.

A SAFETY CANDLE LANTERN.

H. S. Howland, Sons & Co., Toronto, are now offering the safety candle lantern, which is meeting with such favor, especially among farmers. They have three sizes, Nos. 1 and 2 with medium and large-sized



With Lamp Chimney. With Lantern Globe.

lamp chimneys, No. 3 with a lantern globe. These lanterns are claimed to be the best and safest on the market, as no wind will blow them out, and there is no oil to ignite. Its construction is such that the light given is equal to about 5 candle-power, and has such a bright, beautiful light that it can be used in the house as well as anywhere outdoors. As will be seen by the accompanying cuts, the lanterns are simple of construction and can be safely entrusted to children.

A ST. CATHARINES HARDWAREMAN.

Mr. A. B. Noble, of Noble & Neelon, hardware merchants, St. Catharines, was in Toronto this week looking after goods for spring trade. Mr. Noble was formerly in the hardware business in Shelburne, Ont., only taking up his abode in St. Catharines about four months ago. In reply to a question Mr. Noble stated that his firm's venture in St. Catharines was turning out well, business having steadily increased from the start.

"What are trade prospects generally in St. Catharines?" I asked.

"Good. Of course I have not been there very long, but I am told that prospects are better than they have been for years. The electric railway is to be extended on to Port Dalhousie, three or four miles away, and that will help St. Catharines. Then work on the water power canal, which is to be used for generating electricity for Hamilton, is being actively prosecuted. Besides this, there are other industries which are looking up."

LAMP SHADES.

Lamp shades and other accessories of lamps should be of a varied and a sufficiently extensive stock to meet requirements of the trade, remarks Stoves and Hardware Reporter. Good taste ought to be exercised in selecting shades, inasmuch as they are one of the most attractive features about lamps. Porcelain globes for hall as well as banquet lamps continue in popularity. They give a subdued light, which is all that is necessary in hall or room where no reading or work is done which requires close inspection. The design on many of these globes may be quite artistic. Floral designs are the most generally used, as the arrangement of flowers and sprays in graceful festoons and bouquets is more adapted to decorative conception because of their grace and delicacy of coloring. Other decorations which are quite pleasing are the blue delft, with windmills, and the royal Copenhagen which is similar to the former in color, though differing in the subject, which may be birds or landscape. Globes and shades in solid colors of mellow tints are also seen on many different lamps, hanging banquet as well as hall lamps. There is so much difference in taste in regard to shades and globes that it will readily be seen that where a customer may fancy the fount and base of a lamp, the shade may not find favor. Therefore, it is a good plan to be prepared for these exigencies by having a stock which will enable customers to suit their fancy. Silk shades for banquet and other lamps continue to retain their prestige. Their beauty and elegance, which naturally increase in proportion to their price, cause many people to prefer them instead of the porcelain. According to the fitness of things, there are lamps for which only these shades are suitable, such as piano lamps in wrought iron or gilt finish. On the latter, porcelain shades are rarely, if ever, used. Silk shades are usually of brilliant, rich tints. Red and bright pinks are more desirable than the blues and greens. They are made quite ornate by trimmings of ribbon, flowers, lace or chiffon and draped or tacked according to the shapes of the wire frames on which they are made. As a rule, all these trimmings are not combined on one shade; ribbon and lace are most commonly seen.

New Year

1898

Although we are not much given to advertising ourselves, it would be unfair to our clients to withhold at this season the acknowledgment of the generous support accorded us in every department of our business during the year just closed.

Our manufacturing operations extend over many and very different sections, and the report of every section shows the greatest amount of progress we have ever been able to record in a single year.

As an illustration we may instance our **VARNISH DEPARTMENT,** the returns from which show an advance in the manufacture of Varnishes and Japans of forty-three thousand gallons over the preceding year. The results encourage us to look forward with confidence and determination to 1898, which we expect will be a

RED LETTER YEAR in our experience.

All the indications point to a large increase in the turnover of our manufactures during the ensuing season, and in view of this we have been at work for the last two months in adding to our appliances in the departments of Mixed Paints, Paste Colors, and chemical Dry Colors. These additional facilities will all be available for the Spring trade, and meantime we have in preparation the heaviest stock we have ever carried knowing as we do that the greater number of our clients will depend upon us for supplies ere long.

Our "Catalogue Supplement 1898" introduces some

NEW FEATURES

The most important is our **"WHITE CROSS" BRAND OF PERMANENT WHITE PAINT** which we bring forward to meet the demand for a really first-class white paint at a lower price than pure White Lead. This paint is listed to sell at same price as "Peerless" and "No. 1 Elephant" White Lead, but possesses greater covering power, and will rival many brands of pure White Lead.

Our salesmen will shortly visit all our clients and we must leave them to bring under your notice in detail the various added features and changes. The handlers of our manufactures have the certainty of the most desirable goods and the best value that is obtainable in Canadian markets.

We will do our utmost to arrange for early Spring freight rates so as to prevent delays arising from the pressure which must otherwise accompany the increased traffic to which all manufacturers look forward in Spring.

We never had greater confidence in bespeaking your undivided support for the next season, and wishing you a Happy and Prosperous New Year, we are,

Yours truly,

THE CANADA PAINT CO., Limited

Merchants should sell popular goods; goods that their customers know all about; goods that their clerks don't have to spend precious time talking up.

THAT IS WHAT

Enameline

The Modern STOVE POLISH.

is. Hundreds of thousands of Dollars are being expended yearly to educate the public in regard to Enameline. It sells on sight. It puts dollars into the pockets of dealers who handle it.

TRADE CHAT.

MOORE BROS. stove and tinware dealers, Georgetown, Ont., are now lighting their store by acetylene gas.

Tenders are asked for the stock of Johnston & Co., sash and door manufacturers, Pictou, N.S.

Mr. Peter McCullough has resigned his position as traveler for James Stewart & Co., iron founders, Woodstock, Ont.

The Strathroy Furniture Co. are erecting a saw mill in connection with their factory having a capacity of 15,000 feet per day.

A bylaw will be submitted to the ratepayers of Camden to raise $6,000 for the purpose of replacing the wooden bridge at Dawn Mills with a modern steel one.

The Comet Cycle Co., Limited, have received a charter of incorporation to manufacture and sell bicycles, cycle motors and other vehicles. The capital stock will be $90,000, divided into 900 shares.

W. J. Knowles, late vice-president of the Goold Bicycle Co., Brantford, is organizing a company, to be capitalized at $100,000, to manufacture high-grade bicycles. He hopes to put a wheel on the market this season.

PERSONAL MENTION.

Thomas H. Jordan has resigned his position as assistant secretary of the James Robertson Company, Limited, and is now with A. C. Leslie & Co., Montreal.

Mr. J. H. Lyons, western representative of Sidney, Shepard & Co., Buffalo and Chicago, who has been spending his holidays in Toronto, returned to his field of labor this week.

Mr. Padget, of Padget & Hay, Unionville, who was in Toronto this week, stated that his partner, who met with an accident some time ago, is well on the road to recovery. "Christmas trade," said Mr. Padget, "was good."

FEES FOR PLUMBING INSPECTORS.

Mr. Thos. Hobbs, the member for London, introduced a bill in the Ontario Legislature on Wednesday to amend the Municipal Act by providing for the appointment in cities of plumbing inspectors who shall be remunerated by fees.

SHORTER TERMS OF CREDIT.

The hardware jobbers of Ontario, Quebec and the Maritime Provinces have agreed to shorten terms of credit to four months or 3 per cent, 30 days. The following are the firms who have signed the agreement :

MONTREAL :

Crathern & Caverhill
Caverhill, Learmont & Co.
The Gurney Massey Co., Ltd.
A. Macpherson & Son
Lewis Bros. & Co.
Seybold, Son & Co.
L. H Hebert
Letang, Letang & Co.
A. Couillard
Howden, Stark & Co.
Letourneux, Fils & Cie
I. L. Lafleur
A. Prudhomme & Frere
Amiot, Lecours & Lariviere
J. H. Wilson
D. Madore
Jas. Walker & Co.
A. Pallascio
Thos. Davidson Mfg. Co., Ltd.

QUEBEC :

Noel & Dagneau
Wm. Doyle
J. E. Martineau
H. & J. Young
The Chinic Hardware Co.
N. Lemieux & Fils
H. S. Scott & Co.
S. J. Shaw & Co.

SHERBROOKE :

Codere Fils & Cie
J. S. Mitchell & Co.

LEVIS :

A. Carrier & Fils

TORONTO :

H. S. Howland Sons & Co.
Aikenhead Hardware Co.
M. & L. Samuel, Benjamin & Co.
Rice Lewis & Son, Ltd.
The Jas. Robertson Co., Ltd.
Bertram, Wilson & Co.
The Vokes Hardware Co.
Kemp Mfg. Co.
C. Kloepfer

HAMILTON :

A. K. Melbourne
E. T. Wright & Co.
The Hamilton Hardware Co.
Wood, Vallance & Co.

LONDON :

Hobbs Hardware Co.
James Wright & Co.
Wm. Kennedy & Co.
James Cowan & Co.
John Bowman Hardware and Coal Co.
McClary Mfg. Co., Ltd.

ST. CATHARINES .

Coy Brothers

SARNIA :

C. Mackenzie, Milne & Co.

OTTAWA :

Thomas Birkett
A. Workman & Co.
Graves Bros

KINGSTON :

Dalton & Strange
Geo. Sears

GUELPH :

John M. Bond & Co.
C. Kloepfer

AMHERST :

Dunlap Bros. & Co.
Douglas & Co.

HALIFAX :

Wm. Stairs, Son & Morrow
Wm. Robertson & Son
Geo. E. Smith & Co.
H. H. Fuller & Co.
Black Bros. & Co.
A. J. Grant & Co.
A. M. Bell & Co.
W. B. Arthur & Co.
Cragg Bros. & Co.
Crowell Bros.

ST. JOHN, N.B.:

T. McAvity & Sons
W. H. Thorne & Co., Ltd.
Emerson & Fisher
Kerr & Robertson
I. & E. R. Burpee
M. E. Agar
The Jas Robertson Co., Ltd.
The S. Hayward Co

It will be noted that the name of Frothingham, Workman & Co. does not appear in the above list, but that firm, which is usually in accord with right business principles, has stated that it will adhere to the shorter terms just as faithfully as if it was a party to the agreement.

HEALTHY PIPE-MAKING INDUSTRY.

FROM appearances the iron pipe business of Canada must be in a healthy condition. At least this is the verdict of the Three Rivers Iron Works Co.

Finding their premises altogether too small they are at present busy making vast additions to their already large plant.

In the first place they are building a new iron foundry 115 x 65, a brass foundry 75 x 45, and a new machine shop 130 x 60 of solid brick in addition to their old place. When finished, this will be the largest foundry in Canada, employing 270 hands at the present time, and, no doubt when the new works are completed, this number will be increased.

The company is branching out into a new departure, namely, the manufacture of paper and pulp machinery, which line of goods is just in its infancy in Canada and should result in a profitable addition in this firm. Showing the enterprise of this firm they have just lately installed a new electric light plant in their establishment for their own use with all the latest improvements.

Through the kindness of Mr. Charlevoix, the general manager, HARDWARE AND METAL was shown through these works, which will be one of the best equipped works in Canada, if not in America, when completed.

What is probably the largest locomotive in the world has just been completed, and weighs, with the tender, over 285,000 lbs. It is for use in Mexico.

Application has been made for the winding up of the American Tire Co., Adelaide street west, Toronto. The liabilities are placed at $27,000 and the assets at $8,200. The principal creditors are : Molsons Bank, $15,000; Quebec Bank, $5,650; Canadian Rubber Co., $2,379; Hoffnung & Co., London, $3,000.

How to Make Money in January

Very few dealers count on making money in January, not having saleable goods. We offer

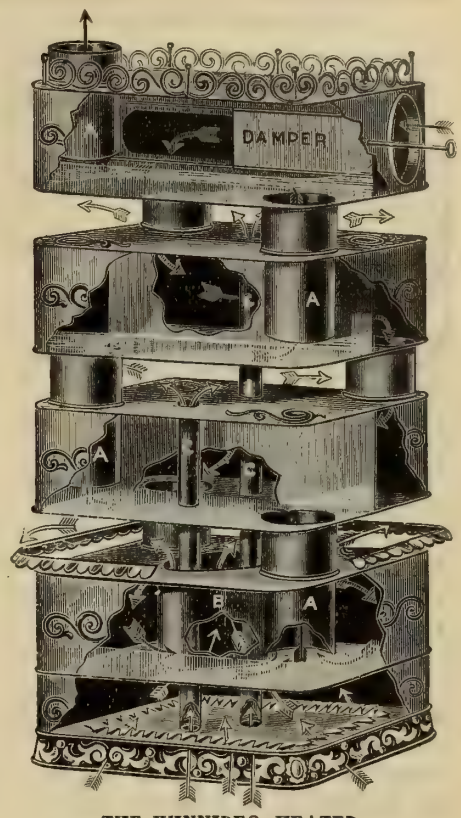
THE WINNIPEG HEATER

as a business builder and money getter for the next six weeks. They will double the heating capacity of any stove without increasing consumption of fuel.

Live dealers are making big money by putting them in on approval, as they "sell themselves" when people see the good work they will do.

Will send sample Heater to live dealers for $5.00. (Retail price $10 00.)

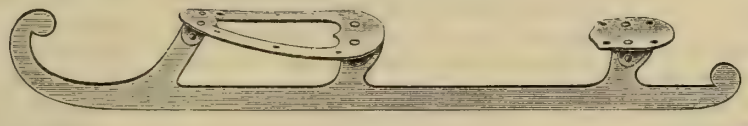
Send for testimonials.



THE WINNIPEG HEATER.

Metal Shingle & Siding Co., Limited, Preston, Ont.

HENRY BOKER'S SKATES



RETURNED Jan 18/95 T. B. M. O.

Mr. Henry Boker desires to apologize to the Canadian Trade for the lateness of this season's delivery, which was due to an unexpected rush of **orders from all parts of the world.** He wishes to announce, however, that **all orders are now completed,** and that demands entrusted to the Wholesale Trade will meet with best attention.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ASSIGNMENT has been demanded of H. B. Lafleur & Co., general merchants, St. Adele, Que.

A. H. Hayward, lumber dealer, Cardwell, N.B., has assigned.

Rufus Emben, general merchant, Amherst, N.S., has assigned.

David Malcolm, general merchant, Tatamagouche, N.S., has assigned.

Fred. E. Burke, general merchant, Joggins Mines, N.S., has assigned.

Assignment has been demanded of Damase Leclair, contractor, Montreal.

Thomas Wilson, general merchant, Trail, B.C., is asking for an extension of time.

D. J. Lynch, general merchant, Hagersville, Ont., is offering 50c. on the dollar.

Mayhew & Farquharson, general merchants, Admaston, Ont., have assigned to S. T. Chown.

C. Locke & Co., general merchants, of Lockport, have assigned, with liabilities of $40,000.

Nathaniel Brillinger, dealer in agricultural implements, Stevensville, Ont., is offering to compromise.

D. J. Lynch, general storekeeper, of Hagersville, is reported endeavoring to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Carnfel & Carnfel have registered as proprietors of a lumber firm in St. Elie, Que.

Howie & Feely have bought out E. Chalcraft, tinsmith and stove dealer, Brantford, Ont.

James W. McGregor and Jules G. Papineau has registered as proprietors of the firm McGregor & Papineau, architects, Montreal.

SALES MADE AND PENDING.

The stock of Horace Hines, general merchant, Pubnico, N.S., is advertised for sale.

G. Brander & Co., general merchants, Northport, N.S., are advertising to sell out.

M. S. Butler has bought out Robert Buckley, harness dealer, Greenwood City, B. C.

W. J. Christie, general merchant, Little Bras d'Or, N.S., has sold out to H. W. Christie.

W. R. & H. W. Rourke, general merchants, etc., St. Martins, N.B., have sold out to Wm. O'Neill.

The stock of Crawford & Co., general merchants, Indian Head, N.W.T., have been sold to W. M. Crawford at 65c. on the dollar.

The Phœnix Bridge and Iron Works have succeeded R. Donaldson & Son (estate of), machinists and builders, iron works, etc., Montreal.

CHANGES.

J. C. Conway is commencing business as manufacturers' agent, Montreal.

G. Daniels, dealer in agricultural implements, Tilbury Centre, Ont., has been succeeded by John A. Graham.

G. A. Rendall & Co., general merchants, Greenwood City and Boundary Falls, have discontinued their Boundary Falls branch.

DEATHS.

Crawford Bickett, contractor, London, is dead.

B. J. Nash, carriage-maker, London, is dead.

John Turner, carriage-maker, London, is dead.

D. Moore, general merchant, Springbank, Ont., is dead.

Sylvester Nelson, contractor, St. Catharines, Ont., is dead.

TACK-LING A BEAR.

An Idaho farmer discovered a bear pulling up vines in the garden, and having a gun and powder, but no bullets at hand, decided to use carpet tacks. Approaching as near to the animal as he considered judicious, the farmer discharged his gun, and when the smoke had cleared away, his wife who had been watching the proceedings, saw both man and beast stretched out on the ground, the farmer being about 10 feet from where he was when he fired. His wife ran toward him, believing him dead, but before she reached him he rose up and said :

"If them carpet tacks is as wide spreadin' in their front action as they be powerful in their back action, that bear'll drop into pieces no bigger than fish bait when we pick him up."

On dressing the animal it was found that the tacks had indeed spread considerably, for they were found sticking in his heart like pins in a cushion, while the general distribution of them extended from his snout to his tail.—Exchange.

LUMBER SHIPMENT, 1897.

ST. JOHN, N.B., Jan. 4.—Eighteen hundred and ninety-seven was a record-breaking year in New Brunswick deal trade with trans-Atlantic ports. St. John shipped 244,169,459 superficial feet of deals, against 169,530,659 in the preceding year. Miramichi gained about 40,000,000, and Moncton 42,000,000. The total shipments from the province were 531,628,162 superficial feet, against only 367,438,149 in 1896. The exports in 1894 to trans-Atlantic ports were but 322,170,039 feet.

The Winnipeg Retail Association has decided to hold its annual banquet at the "Leland" on Tuesday, Jan. 11.

FOR SALE.

THE BEST HARDWARE BUSINESS IN Ontario ; no opposition ; the best stand in town ; stock about five thousand. For further particulars address Box D, HARDWARE AND METAL. (t f.)

STOCK OF HARDWARE ; WELL ASSORTED, almost new ; in a thriving town on the Ottawa, between Ottawa and Pembroke ; population 4,000 ; satisfactory reasons given for selling. Address A. B., HARDWARE AND METAL. (3

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG CO, Worcester, Mass.** Catalogue on application.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods.

THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

PATENTS
PROMPTLY SECURED

Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate. ***MARION & MARION, EXPERTS,*** Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively. *Mention this paper.*

W. GORDON & CO.

SCALE MANUFACTURERS

587 St. Paul Street

Montreal

All kinds of Scales made and repaired.

Write for Catalogue.

PRICE $50.

No. 301 1-2 National Cash Register.

WHEN BUYING A CASH REGISTER

Bear in Mind the Following Facts:

PRICE $60.

No. 302 National Cash Register.

1. The National Cash Register Company is the original manufacturer of cash registers, and has been in the business ten years longer than any other company. Its guaranty is therefore good.

2. Over ONE HUNDRED AND SIXTY companies have tried the cash register business within the past ten years and have FAILED, with great losses. Other guaranties are therefore doubtful.

3. The National Cash Register Company makes nothing but cash and autographic registers, hence it gives more attention to turning out perfect machines, with constant improvements.

4. The National Cash Register Company makes over ninety different styles and sizes of registers, ranging in price from $8 to $375. It can suit not only the needs but also the pocketbook of every merchant.

5. It is impossible for a company just entering the business to make as perfect machines at as low prices as "The National." It took The National Cash Register Company fifteen years to attain to its present standard of excellence.

6. Over 130,000 merchants in all parts of the world are using National Cash Registers. They will testify to their superiority.

7. The National Cash Register Company delivers its registers in Canada duty free, so that they can be bought as cheaply in Canada as at the factory at Dayton, Ohio.

If you do not regularly receive a copy of "THE NATIONAL CASH REGISTER," published by The National Cash Register Company and sent to over 500,000 merchants throughout the United States and Canada, free of cost to the merchants, please send your name and address to any of the offices of the company, and it will be sent to you. This journal contains articles on business systems, attractive show-window displays, advertising, hints to clerks, etc.

PRICE $60.

No. 221 1-2 National Cash Register.

Send a postal card to any of the offices of the company named below, and one of its salesmen will call and explain the registers and their systems. The National Cash Register Company, 6 Rossin Block, W. King Street, Toronto; 1685 Notre Dame Street, Montreal; Winnipeg, Manitoba; and Vancouver, B. C.

PRICE $70.

No. 322 National Cash Register.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 7, 1898.

HARDWARE.

TRADING in general hardware has been extremely quiet this week. The travelers are only leaving at this writing in the majority of cases, and the fact that the makers' meetings are being held this week at Toronto has its effect in checking demand. Jobbers here expect some changes to result from the gatherings in question, and naturally are not disposed to push trade in the meantime. No change of moment is to note in any line.

BARB WIRE—There is no change in this line and values are unchanged. Agents for United States wire have done very little as yet.

PLAIN WIRE—Continues quiet and unchanged.

WIRE NAILS—There is little change to note in wire nails. The base price is unchanged at $1.90 f.o.b. Montreal.

CUT NAILS—Continue quiet, with no change to report, and we quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Trade rules dull, with discounts the same at 50 per cent.

HORSESHOES—There is little activity to report in this line and values continue the the same. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Business quiet. Discounts are as follows: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—Quiet, with no change in values.

BOLTS—Trading light, orders being for small lots. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS, ETC. — There is a quiet trade passing. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES — Continue steady: 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CORDAGE—There has been an advance of ¼c. in both sisal and manilla cordage. Trade, however, is dull as follows: Sisal, 7-16 and upwards, 6½c.; ⅜, 7c.; 5-16 and ¼, 7½c., and 3-16, 8c.; manilla, 7-16, 7½c.; ⅜, 8c.; 5-16 and ¼, 8½c., and 3-16, 9c.; lath yarn, 6c.

CHURNS—Dull and unchanged.

CLOTHES WRINGERS—Very little doing and prices unchanged at $29 for Royal Canadian.

SPADES AND SHOVELS—Trade is quiet and discounts unchanged.

SKATES—There is a moderate demand for skates in a sorting way.

CUTLERY—Trade quieter than last week.

BUILDING PAPER—Very little activity and prices are unchanged. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —Trading very light. We quote: Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.; 12 inch up, $2.50 per 100 lbs.

SHOT—Steady: Dropped, 6c.; chilled, 6½c., and buckshot, 7c., less 12½ per cent.

CEMENT—Trading is very quiet and we quote English $2.15 to $2.25, and Belgian $1.95 to $2.10.

FIREBRICKS — Dull but steady at $17 to $21 per 1,000 as to brand.

METALS.

Heavy iron and metals have continued much the same as last reported.

PIG IRON—Unchanged. We quote: No. 1 Hamilton, $16.50; No. 2, $15.50; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50.

BAR IRON—There is little doing in bar iron, and we quote $1.45 as the nominal jobbing basis.

BAND IRON—Values on this article are also unchanged, sellers asking 35c. advance on the bar iron price as the nominal basis.

HOOP IRON—Dull and unchanged at $2.

SHEET IRON—Very little business to report. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

SHEET STEEL—Quiet and steady as follows: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

GALVANIZED IRON—There is a quiet hand-to-mouth demand. Values are unchanged on the basis of $4 to $4.15 for No. 28 Queen's Head.

TINNED IRON—Quiet at 5½c. for 6 x 30 No. 24; other sizes the usual extras.

LEAD PIPE—Dull and unchanged, at 7c. for lead pipe, and 7½c. for composition waste, with a discount of 27½ per cent.

Klondike Supplies

Nestable Stoves and Furniture
Miners' Supplies
Gold Pans, etc., etc.

Special Catalogue on application.

FOR PROMPT SHIPMENT ORDER FROM McCLARY'S

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver

OLIVER

BARBED ANNEALED GALVANIZED **WIRE** NAILS STAPLES FENCING

COMPANY

Pittsburgh, U.S.A

The only manufacturers in the world who absolutely control the production and reduction of al the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.

Canadian Agents ... Montreal

Fire Bricks

Drain Pipes

Contractors' Supplies

F. HYDE & CO.

31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

PIG LEAD—Dull and unchanged at $3.85 to $4.

INGOT TIN—Prices are steady, but demand is light at 16c.

INGOT COPPER—Very little business to report, and values are nominally unchanged at 12c.

SHEET COPPER—The same remarks apply. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—Business in Canada plate continues dull and prices are steady at $2.10 to $2.25.

TIN PLATE—Trading light and prices steady. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway grade, $3.25; do, I. X., $3.90 to $4; P. D. Crown, I.C., 3.80; do. I. X., $4.80.

TERNE PLATES—Quiet and steady at $6.

COIL CHAIN—There has been no change in coil chain and demand is light. We quote $2.85 for ⅝ up.

SHEET ZINC—Unchanged at 5 to 5¼c.

SOLDER—Quiet and steady at 11 to 11½c.

SPELTER—Without feature at $4.50 to $4.70.

ANTIMONY—Dull, at 9½c.

IRON PIPE—Very little demand is experienced. We quote as follows: Black pipe, ¼-inch, $2.05; ⅜-inch, $2.05; ½-inch, $2.40; ¾-inch, $2.85; 1-inch, $4; 1¼-inch, $5.15; 1½-inch, $6.65; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

GLASS.

The window glass market rules quiet and steady. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

There has been little change in the paint and color market since last report. In oils, seal and cod oil are firmer, which are about the only changes.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

PUTTY—We quote: Bulk, $1.50; bladder in bbls., $1.75; tins in cases, $1.90 to $2.00.

LINSEED OIL—Raw, 43c.; boiled, 46c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 50c.; the same terms as linseed oil.

GREEN WIRE CLOTH

Orders booked now for spring delivery.

Prices lower than ever before.

There can be no mistake in ordering now.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.

ROLLING MILLS

. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Improved Wanzer Lamp

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

WANZER LAMP & MFG CO.
HAMILTON.

CASTOR OIL—10 to 10½c. in cases, and 9½ to 10c. in barrels.

SEAL OIL—Is held firm at 45 to 47½c.

COD OIL — Firm at 32½ to 37½c.

NAVAL STORES—Resins are held higher on the inside at $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

PETROLEUM.

Canadian sells for 12c. in car lots and 13c. in small quantities, and American prime white, 13½c. car lots; water white, 15c.; astral, 16½c.

HIDES.

Prices on beef hides are steady at 7 to 9c., as to grade, while lambskins have sold at 90c. each.

COAL.

Steady. We quote: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, delivered ex yard; Scotch steam, $3.50 to $3.60 ex ship.

ONTARIO MARKETS.

TORONTO, Jan. 7, 1898.

HARDWARE.

MOST of the traveling representatives of the different wholesale houses are again upon their respective routes. But as some of them did not go out till late in the week, not many orders have been so far received. Business is, on the whole, quiet, and, of course, it could not well be otherwise, being the first week after the holidays. Then the wholesale houses are busy stocktaking, while a good many retailers are in the same position. As far as the markets themselves are concerned, probably the most interesting feature is the revision of the cut nail list, as noted in our editorial columns, the base now being 30, 40, 50 and 60d. nails. As also noted in the editorial columns, the wholesale jobbers have fixed the terms and discounts at four months or 3 per cent. 30 days. The tack manufacturers have also reduced their discount to 3 per cent. 30 days. Quite a number of orders will, it is expected, be booked for spring delivery, and the general trade outlook is good. The manufacturers are meeting in Toronto this week, but the only changes so far made are those already enumerated.

BARB WIRE — Business is quiet. This article went on the free list on Saturday, but the Canadian manufacturers are preparing to get a share of the trade. Jobbers are still quoting United States wire at $1.82 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—Quiet and unchanged at 35 per cent.

PLAIN WIRE, ETC.—Quiet; discount, 30 to 35 per cent., according to quality.

WIRE NAILS—A few orders are being booked for future delivery. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—A new list has been issued, and, as will be observed elsewhere, the base is now 30, 40, 50 and 60d. Up to the time of writing no change had been made in the base price. We quote: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—There is not much doing. Discount, 50 per cent.

HORSESHOES — Nothing interesting has developed in this line during the week. We quote f.o.b., Montreal and St. John, N.B., as follows: Iron shoes, light and medium pattern, $3.25 per keg; snow shoes, $3.50; steel shoes, new light pattern, all sizes, 1 to 5, $3.50; extra light, Nos. 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75.

SCREWS — The screw manufacturers met this week but made no change in prices. Discounts are: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount head screws, 87½ and 10 per cent.

BRASS AND COPPER WIRE—Quiet. Discount, 12½ per cent.

BOLTS — The manufacturers met this week but made no changes. Discounts are as follows: Common carriage bolts, 3-16, ¼, and 5-16, 70 per cent.; do., ⅜ upward, 60 and 10 per cent. full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list; hexagon, 5¼c., off the list.

RIVETS AND BURRS — The manufacturers of rivets and burrs also met, but they too decided upon no changes. We quote as follows: Carriage, section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE — The demand continues light. We quote: Sisal, 7-16 in. and larger, 6⅝c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅝c.; 3-16 in, 8⅛c. Manilla, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8¾c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — Are still dull. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days

CLOTHES WRINGERS—Quiet. We quote: "New Leader," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS — There is no change, either in prices or volume of business. Discount, 45 and 2½ per cent.

FALL SPECIALTIES — Skate stocks are almost depleted, something which is, of course, gratifying to the jobbers.

CUTLERY—Immediate trade is quiet, but fair orders are being booked for spring shipment.

SNOW SHOVELS—Not much doing. We quote steel shovels at $2.85 to $2.95 per dozen net.

BUILDING PAPER—Trade still is quiet. We quote: Plain building, 27 to 28c. per roll; tarred lining, 37 to 38c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

LEATHER BELTING — Quiet. We quote: Standard, 45, 10, and 10 per cent.; extra, 40, 10, and 10 per cent.; agricultural, 70 per cent.

HINGES—Quiet and featureless. We quote 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

CEMENT—Business is dull, with prices unchanged. We quote in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

METALS.

There have been a few heavy shipments of metals during the week, notably in galvanized iron, tin plate and sheet steel.

PIG IRON —Quiet and unchanged. We quote Hamilton iron at the furnaces: No. 1, $14; No. 2, $13.50; No. 3, $13.

BAR IRON—Quiet. We quote base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON—Trade is only fair. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—Some fairly heavy shipments have been made during the week. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16

You can Make Money Handling our Interior Art Metal Work

The Head Office of I.O.F.

Read the opinion of a gentleman who has used . . . . .

Forty Thousand Dollars Worth

TORONTO, CANADA, Sept. 3rd, 1897.

MESSRS. THE METALLIC ROOFING CO.
Corner King and Dufferin Sts.
Toronto.

GENTLEMEN,—I have great pleasure in certifying that the steel fire-proof doors, and door and window trims as well as the wainscoting put into the Temple Building, Toronto, have proved eminently satisfactory. They are universally admired for their artistic construction and finish, and are highly commended by representatives of insurance companies. We anticipate a very considerable reduction in the rate of the premiums charged us by such companies by reason of your steel fire-proof doors. It seems to me they are a sine qua non in every thoroughly fire-proof building such as the Temple Building.

Yours sincerely,

ORONHYATEKHA, S.C.R.

gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Trade is fair. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Trade is good, some heavy shipments having been made during the week. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

STEEL BOILER PLATES — Quiet. We quote: 3⅜ and larger, $1.75 per 100 lbs.

TINNED IRON—Quiet. We quote: Up to 20 gauge, $5.25 per 100 lbs.; 22 to 24 gauge, $5.75; 26 gauge, $6.25; 28 gauge, $6.75; special cut sizes, $4.50; extra large sizes, 6⅞ to 7⅛c. per lb.

LEAD PIPE AND TRAPS — Quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 27½ per cent.; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

PIG LEAD, ETC.—The market is rather easy. We quote pig lead at 4 to 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN — There is not much doing and the outside markets are easy. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—The market is quiet with prices ruling firm. We quote 12 to 12¼c.

SHEATHING COPPER, ETC. — Little or nothing doing. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE — Trade is fair for this time of the year. We quote as follows: Wrought, ¼ to ⅜ inch, $2; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet; galvanized, ½ inch, $4 to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62½; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Quiet, and discount is unchanged at 60 and 10 per cent.

RANGE BOILERS—Quiet. We quote: Galvanized, 30 gals., $5.25 to $5.50; 35 gal., $6.25; 40 gal., $7.50; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES — The improvement noted last week appears to have been maintained. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES — Business is rather better, some large shipments having been made during the week. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Business is fair, at 5½c. per lb.

COIL CHAIN — The improvement noted last week has been maintained. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC — Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Business is still fair. We quote:

Standard, 11c. ; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's, 8¾ to 9c.; other makes, 8¼ to 8½c.

OLD MATERIAL

Business in all lines continues inactive, with prices unchanged. We quote : Agricultural scrap, 40c. per cwt. ; machinery cast, 42½c. per cwt.; stove cast scrap, 25 to 30c.; No 1 wrought scrap, 40 to 45c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c. ; heavy copper, 8 to 8½c. ; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c ; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

Business is quiet, with prices remaining unaltered. We quote as follows : First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75 ; double diamond, under 25 united inches, $4, Toronto, Hamilton and London ; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

There is no change in the situation generally as compared with last week. The reduction of 1c. quoted last week for castor oil was rather premature, as those holding bought at the high price and do not intend to reduce their price in sympathy with decline in other markets. Other prices are unchanged. We quote as follows :

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.50 ; No. 1, $5.12½ ; No. 2, $4.75; No. 3, $4.37½ ; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4.75 ; ditto, No. 1, in casks of 560 lbs., $4.50 ; genuine, in kegs of 100 lbs., $5 ; ditto, in kegs of 100 lbs., No. 1, $4.75.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel ; New Brunswick, $2.10 per barrel.

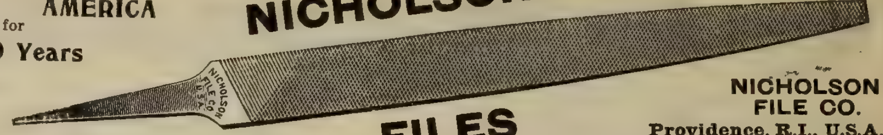
CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

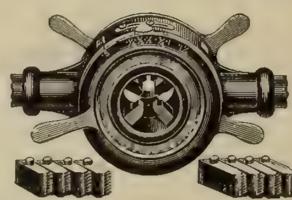
PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

STANDARD of AMERICA for 30 Years



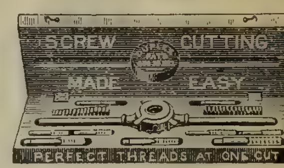
NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
argest Producers in the World



FOR PIPE.

In Stocks and Dies there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A



FOR BOLTS.

IT'S A SURE THING! HE HAS A

Marlin 30/30 Smokeless

HIS BARREL, made of "SPECIAL SMOKELESS STEEL," well rifled, the old BALLARD system, shoots true and hits hard. His CARTRIDGES, loaded with 33 grains of smokeless powder, give 2,000 feet per second velocity. His BULLETS, soft-nosed and flat-pointed, make a wicked wound. His SIDE EJECTING ACTION won't hit him in the face when he pumps in the second shot, and no smoke will obstruct his vision across the SOLID TOP.

Why don't you write for the 196-page Sportsman's Guide (just out)? Tells about powders black and smokeless ; the right sizes, quantities, how to load ; hundreds of styles of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc. ; trajectories, velocities, penetrations of all calibres from 22 to 45 ; how to care for arms, and 1,000 other things. FREE if you will send stamps for postage to

THE MARLIN FIRE ARMS CO.
New Haven, Conn.

PUTTY—In bulk, casks 800 lbs., $1.70 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $2 ; 25-lb. tins, 4 in case, $2.20 ; 12½-lb. tins, 8 in case, $2.45.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 50c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

SEEDS.

The effect of the Christmas holidays is now being felt, as few sales for export are heard of, though samples are frequently asked for. Business, therefore, is quiet, with prices unchanged. We quote alsike at from $2 to $5; red clover at from $2.50 to $4; timothy, $1 to $1.40 for machine-threshed, and for bright, flail-threshed $1.50 to $1.75.

HIDES, SKINS AND WOOL.

HIDES—There is a good demand, with market steady. We quote for both cowhides and steerhides : No. 1, 9c. ; No. 2, 8c.; No. 3, 7c.

CALFSKINS — We quote as follows : No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Prices are firm, yet unchanged. We quote now at $1.10.

WOOL—There is a steady demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

COAL.

Trade is now moving nicely, the demand continuing active. Anthracite is quoted at Buffalo and bridges : Grate, $4.24 ; egg, $4.46 ; stove, $4.46 ; chestnut, $4.46, net tons.

PETROLEUM, ETC.

Business in all lines continues active, with prices unchanged. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 14c.; carbon safety, 16½c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

H. S. Howland, Sons & Co. report a satisfactory trade in holiday goods.

The Graham Nail Works will start up their new factory in Dufferin street on Monday.

The discount on tacks has been reduced to 3 per cent. 30 days. It was formerly 5 per cent.

A nice display of brass bedsteads is to be seen in the windows of Rice Lewis & Son, Limited.

The B. Greening Wire Co., Limited, have been appointed selling agents for the

Going to Retire?
Want to Sell Out?

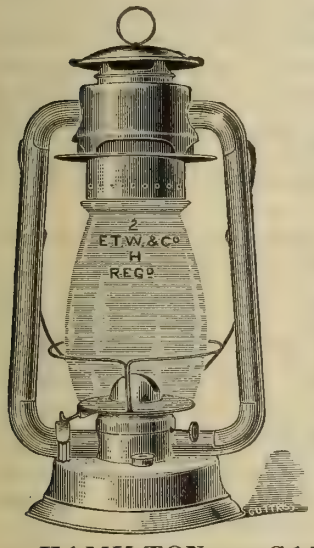
If so, say so in HARDWARE AND METAL. It reaches the most likely buyers. Two cents a word each insertion.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

E. T. WRIGHT & CO.



Manufacturers of

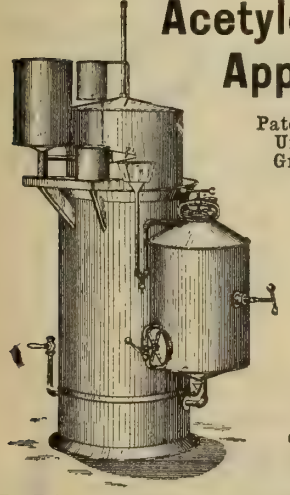
Tubular and Cold Blast Lanterns

Bird Cages
Mouse Traps
Flour Sifters

Stamped Re-tinned and Japanned
..TINWARE

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus



Patented in Canada, United States and Great Britain.

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light, Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

Ontario Wire Fence Co.'s netting and fencings, of Picton, and carry a stock of same.

Bertram, Wilson & Co.'s travelers are on the road with samples of "Rambler" and "Ideal" bicycles, 1898 pattern.

The B. Greening Wire Co. Limited, have just issued a new discount sheet to their catalogue of 1895. They also have a separate discount sheet of the Ontario Wire Fencing Co.'s goods.

UNITED STATES MARKETS.

NEW YORK, Jan. 5, 1898.

PIG TIN — The market was somewhat firmer, sympathising with higher London cables, but neither consumers nor the interior trade purchased, except in very indifferent way, and speculation remained flat. The business effected was mostly at about 13.75c. for round lots on the spot.

COPPER — Ingot is rather quiet at the moment, but sellers remain firm on prices in the absence of any adverse turn. We quote at 11c. for Lake Superior ingot, 10¾c. for electrolytic and 10½ to 10¾c. for casting.

PIG LEAD—There is no improvement to note in business here or in the demand. Reports from other quarters were tame also. Values suffered somewhat, closing rather weak at 3.70 to 3.72½c. for common. London cable quoted £12 7s. 6d. for soft Spanish.

SPELTER—Business continues very slow here, and prices are rather weak on the basis of 3.85 to 3.95c. for delivery in this quarter. London cable was £18 2s. 6d. for good merchant brands.

ANTIMONY—The market remains quiet, with prices easy at 7 to 8¼c., as to brand.

TIN PLATE—A dull market is still to be reported, and prices continue rather weak, but show no radical change.

IRON AND STEEL—Business of very fair volume is being effected in various departments, but there is no unusual stir in any line, and prices are showing little variation.

MANITOBA MARKETS.

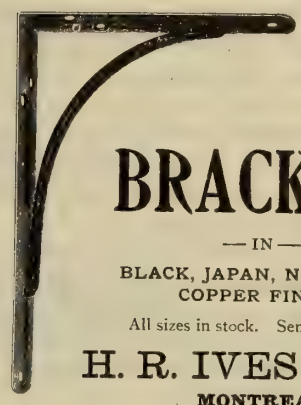
WINNIPEG, Jan. 3, 1898.

MR. BEELER, of J. H. Ashdown's wholesale house, has just returned from an extended visit to the south and east, and Mr. James A. Lindsay, manager of the retail business of the same firm, has left on a trip somewhat over the same ground.

Business, both wholesale and retail, is extremely quiet of late, as is usual at this season of the year, but changes in prices are anticipated in the near future.

The great event of the winter in Winnipeg, the Bonspiel, has been arranged to take place the week beginning February 6. Among the prizes this year is a handsome

WE MANUFACTURE



Wrought Steel Shelf BRACKETS

— IN —

BLACK, JAPAN, NICKEL and COPPER FINISH.

All sizes in stock. Send for prices.

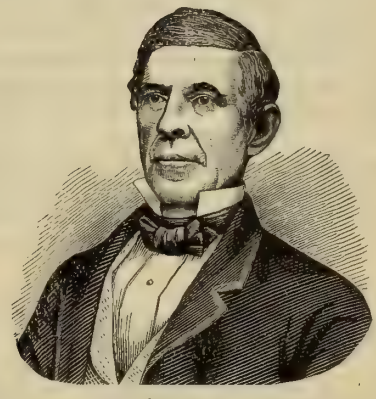
H. R. IVES & CO.
MONTREAL

--50th--

ANNIVERSARY!

ONEIDA COMMUNITY

1848! Limited 1898



S. Newhouse

50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps

are sure to go and sure to hold.

pair of curling stones, the gift of J. G. Morgan, of the New York Life. The theatres are making arrangements for special attractions that week and it is anticipated that this year's Bonspiel will surpass all previous ones.

The matter that is creating a ripple of excitement among the initiated is the discovery of coal some 30 miles from Winnipeg. The discovery was made by some men boring a well and the core taken from the borer in appearance resembles the first output from the Glat mines at Lethbridge, and seems harder than the Souris coal. If it actually turns out that there is a mine of even moderately good coal so near Winnipeg as this, it will revolutionize the fuel trade. The reduction in freight on coal from the Souris mines was no help to Winnipeg because it was out of the prescribed limit, but this would mean that we have coal almost at our doors. A company is being formed to investigate the matter.

The lumber trade is exceptionally good for this season of the year and the volume of business is very much in advance of the same time last year.

In hides there is a slight drop, Winnipeg dealers refusing to pay more than 6½c. for No. 1 hides. The supply is not equal in quality to the earlier part of the season. In general hardware prices remain for this week at the old figures.

Barb wire, 100 lbs		$2 60
Plain twist wire and staples		2 75
Oiled annealed wire	10	2 80
"	11	2 90
"	12	3 00
"	13	3 15
"	14	3 30
"	15	3 65
Wire nails, 30 to 60 dy, keg		2 65
" 16 and 20		2 70
" 10		2 75
" 8		2 80
" 6		2 95
" 4		3 05
" 3		3 30
Cut nails, 50 and 60 dy		2 50
" 20 to 40		2 55
" 10 to 16		2 60
" 8		2 65
" 6		2 70
" 4		2 95
" 3		3 20
" 3 fine		3 50
Horse nails, 45 per cent. discount.		
Horse shoes, iron, light, medium and heavy, keg		$4 15
Snow shoes		4 40
Steel, light		4 40
" extra light		6 00
Bar and band iron, $2.10 basis.		
Swedish iron, $5 basis.		
Tool steel, Black Diamond, 100 lbs		8 00
Jessop		12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.		3 50
26 gauge		3 75
28 gauge		4 00
Galvanized American, 16 to 24 gauge		4 00
26 gauge		4 25
28 gauge		4 50
Genuine Russian, lb		12
Imitation " "		8
Tinned, 24 gauge, 100 lbs		7 25
26 gauge		7 50
28 gauge		8 00
Tin plate, IC charcoal, 20 x 28, box		8 50
" IX "		10 50
" IXX "		12 50
Canada plate, 18 x 21 and 18 x 24		3 25
Sheet zinc, cask lots, 100 lbs		6 00
Broken lots		6 50
Pig lead, 100 lbs		4 25
Wrought pipe, black, ¼ inch		2 50
" ⅜ inch		2 75
" ½ inch		3 00
" ¾ inch		4 00
" 1 inch		5 00
" 1¼ inch		7 00
" 1½ inch		8 50
" 2 inch		11 50
" Over 2 inch		65 p.c.
Rope, sisal, 7-16 and larger		7 00
" ⅜		7 50
" ¼ and 5-16		8 00
Manilla, 7-16 and larger		8 25
" ⅜		8 75
" ¼ and 5-16		9 25
Cotton, all sizes, lb.		15
Axes, per box	$5.50	to 8 00
Screws, flat head, iron		85 p.c.
Round " "		77½ p.c.
Flat " brass		80 p.c.
Round " "		72½ p.c.
Bolts, carriage		60 p.c.
Machine		60 p.c.
Tire		55 p.c.
Sleigh shoe		65 p.c.
Rivets, iron		50 p.c.
Copper, No. 8, lb.		25c.
Spades and shovels		40 p.c.
Harvest tools	60 to 60-	10 p.c.
Axe handles, turned, second growth, hickory, doz		2 50
No. 1		1 50
No. 2		1 25
Octagon extra		1 65
No. 1		1 25
Ammunition, cartridges, Dominion R.F.		50 p.c.
Dominion, C.F., pistol		25 p.c.
" military		15 p.c.
American R.F.		35 p.c.
C.F. pistol		5 p.c.
C.F. military		Net
Loaded shells, Eley's 12 gauge, M		16 00
American, M		16 20
Robin Hood, M		18 00
Shot, ordinary, per 100 lbs		6 00
Chilled		6 50
Powder, F.F., keg		4 75
F.F.G.		5 00
Robin Hood		10 00
Tinware, pressed	70 and 30	p.c.
Granite ware, according to quality.	50 to 60	p.c.

ADDED TO THE FREE LIST.

In accordance with the decision of Parliament at its last session the following were added to the free list on Saturday :

602—Steel strip and flat steel wire when imported into Canada by manufacturers of buckthorn and plain strip fencing, for use in the manufacture of such articles in their own factories ; and barbed fencing wire of iron or steel.

603—Galvanized iron or steel wire, number nine, twelve and thirteen gauge.

605—Surgical and dental instruments (not furniture) and surgical needles.

620—Binders' twine, or twine for harvest binders, of hemp, jute, manilla or sisal, and of manilla and sisal mixed, and all articles upon which duties are levied which enter into the cost of the manufacture of such twine, under regulations to be made by the Controller of Customs.

It is said the cordage manufacturers will ask the Finance Minister to readjust the tariff on binder twine and rope.

DEATH OF A FOUNDRYMAN.

Mr. Robert Hewitt, of the firm of R. Hewitt & Son, Phœnix Foundry, Markham, Ont., is dead of pneumonia after a short illness. He was one of the oldest and most respected residents of the town. He was born in Cumberland County, England, in 1818, settled in Markham in 1855, and has conducted the business of the Phœnix Foundry for 30 years.

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES JAPANS LACQUERS
WOOD FILLERS WHITE LEAD PAINTS
OILS AXLE GREASE Etc.

WRITE FOR PRICES.

HARDWARE DEALERS' MAGAZINE

Largest Circulation in its field in the World

One Dollar a Year. D. T. MALLETT, Publisher 271 Broadway, New York Specimen Copy upon Request

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Javanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

THE PRESS CLIPPING DEPARTMENT
Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.
Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.
THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

THE FUTURE OF ALUMINUM.

A CHEMIST who recently visited the British Aluminum Co.'s Works at Foyers has come away with the conviction (which he expresses in the columns of a contemporary) that the man who discovers a cheap and easy method of obtaining pure aluminum will make his name live for ever, because he will give us a metal not affected by water, atmospheric air, or the stronger organic acids, non-magnetic, and one-third the weight of iron—a metal, moreover, of which the mother-substance is "scattered all around, thick as sand by the shore and limitless as the sea." The principal aluminum ores are bauxite, emery and cryolite. At Foyers the first-named is used. It is brought from the bauxite deposits at Larne, in Ireland, in huge cargo boats by way of the Caledonia Canal, while the finished product leaves the factory in the shape of ingots, mostly for Staffordshire. The first stages of the treatment of the aluminum ore are comparatively easy, as aluminum readily forms double salts with all the ordinary metallic salts, and the former can, in turn, be easily reduced to oxide of alumina. But here chemistry stops, for the aluminum and the oxygen are so firmly welded together that it takes the heaviest dynamos and the power of a Foyers or a Niagara to effect a separation, and even then the weight of carbon consumed at one anode of the battery almost equals that of the aluminum deposited at the other. And that is the problem to be solved.

I hear that the experience gained with the aluminum cooking utensils used by the French troops in Madagascar has been extremely satisfactory. The heavy campaigning and the moist climate of the island have put the mess equipments to a very severe test, and the general verdict is that lightness, cleanliness in use, and freedom from rust place aluminium ahead of all other cooking utensils for army purposes. But aluminum has the extremely serious disadvantage that articles made of it cannot be repaired by soldering.—Ironmonger.

A WIRE MAKERS' CALENDAR.

The Oliver Wire Co., Pittsburg, Pa., manufacturers of barb wire, plain and galvanized smooth wire, the Hathaway patent fence wire, fence staples, wire nails, etc., have issued their 1898 calendar. Each month is printed on a large sheet and can be seen distinctly across a large room.

A Blenheim, Ont., merchant, in attempting to thaw the frost off one of his large plate glass windows by using a lighted lamp placed near the glass had the misfortune to crack one of them right across.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

RIVET HOLES.

IN a paper read before the American Society of Civil Engineers respecting the working of soft steel for boilers, J. A. L. Waddell says: All structural metal work, whether it be medium steel, soft steel or even wrought iron, should be punched at least ⅛ inch less than the diameter of the cold rivet and reamed to a diameter 1-16 inch greater than same, and there is no bridge shop in existence which can turn out truly first-class work without sub punching and reaming or drilling. Even when the greatest care is taken in punching the metal of the component pieces of long members, many of the rivet holes will fail to match by as much as ⅛ inch, and the author has within a year or two seen ⅞ inch rivet holes elongated to 1¼ inches merely to admit the rivets. Where several component pieces containing badly matched rivet holes are placed together and a tapered flexible reamer is used to enlarge the hole sufficiently to admit the rivet, the latter cannot possibly fill completely the irregular hole, and therefore, if left in the piece, cannot act effectively. If condemned by the inspector on account of looseness and then driven out, it will, on account of its crookedness, materially injure the metal about the hole and thus weaken the structure, perhaps doing more damage thereto than would the leaving in of the loose rivet. The use of the tapered, flexibly connected reamer is all humbug, and is not true reaming at all, but merely a means of making it practicable to get the rivets through badly punched holes that assemble irregularly. Real reaming can only be done with rigid reamers or drills that remain at all times at right angles to the surface reamed and cut a cylindrical instead of a tapered hole. Such reamers as these are the only ones that ought to be employed on first-class metal work, excepting, of course, in confined spaces where they cannot be used and where the flexibly connected reamer must of necessity be employed.

A SUFFICIENT REASON.

In business, as in games of skill, the indispensable thing is not merely to be smart, but to be smarter than one's competitor.

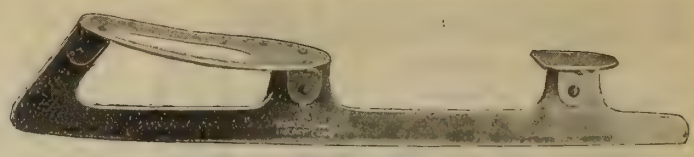
According to The Golden Penny, a tourist was stopping at a small country hotel, and seeing the hostler expert and tractable, enquired how long he had lived there and what countryman he was.

"I'se Yorkshire," said the fellow, "and ha' lived sixteen years here."

"I wonder," replied the gentleman, "that in so long a period so clever a fellow as you seem to be have not come to be master of the hotel yourself."

"Ay," answered the hostler, "but maister's Yorkshire, too."

ACME and HOCKEY SKATES



Variety of Patterns in Stock.

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

That Boar's Head

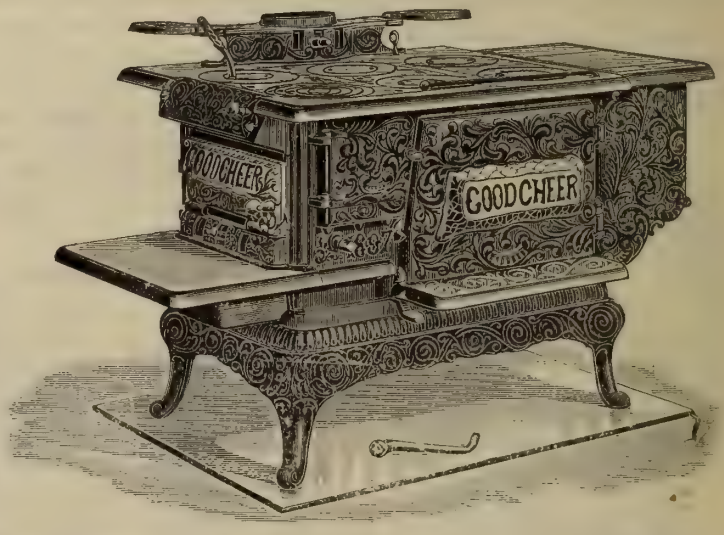
The head of a Boar and the name "Boeckh" unite to form a Trade Mark that we want to make familiar for its honesty of purpose, where good Brushes are concerned—Brushes for Painters especially, because of the high quality of the bristles used. We have an illustrated book on Brushes—it is yours for a post card.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere.

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

Good Advertising

For Wide Awake Retailers

By F. James Gibson.

Our "Good Advertising" department is to help our subscribers to do better advertising. The gentleman whom we have selected as its conductor is well known as one of the foremost advertising specialists of the day. Any of our readers who desire the benefit of Mr. Gibson's criticisms on advertisements or advertising methods, or his advice on any advertising subject, can have it or both entirely free of charge by writing to him in care of this journal.

If correspondents so desire, fictitious names or initials may be used for publication. But all requests should be accompanied by the subscriber's name,

ONE of the most neglected forms of advertising is the use of store signs. Many merchants spend a great deal of effort and money in newspaper and other advertising, and after they get the people into their stores they neglect the opportunity presented to them to advertise some of the particular features of their several businesses. In a large store people very frequently wander around in an aimless way. They, perhaps, did not come in for anything in particular, and they may possibly go out without becoming interested in anything. This is where a store sign is useful. Very frequently, too, after purchases have been made, and the customer is making her way out of the store, her eye will light on a store sign, which tells of some special offering or another. Her attention is arrested, the goods are examined, the sale is made.

A store sign to be properly effective must be made right. It ought to be plain, catchy, short, and to the point. It is intended merely for doing duty as a reminder. Necessarily it is not for details. The aim, of course, is to induce the reader of the sign to go to the department advertised on the sign. If you can excite curiosity you are on the right track, for most of the customers in retail stores are women, and all women are said to be curious.

A good place for store signs is in the elevator or elevators, if your store is provided with these conveniences. In stores where staircases are much used it will be found profitable to place signs there. A little observation will soon teach a dealer the best place for them. Of course, the best place of all is right in the department the goods of which are referred to on the sign. In the case of a department which is not of sufficient importance for a prominent position in the store and which you wish to "push," it will be found a good plan to place a sign belonging to that department in one of the larger and more frequented departments. In this way the stronger departments can be made to help the weaker. A show window is also a good place in which to hang your store signs.

These signs need not be expensive. It will often be found that someone around the store will be able to make very good ones. If not, someone can be hired to come in once a week or so for an hour or two. The only other requisites are white cardboard, ink and a brush. Another, and probably a better, plan is to procure a fount of wooden type. With this type comes a pad. You simply ink the pad, press one of the wooden letters against the pad, and then make the impression on the cardboard. A smart boy or girl can easily make all the signs you need. They won't look quite so nice as when well written, but they will answer all practical purposes.

To prevent the cards curling up a thin piece of wood ought to be glued or tacked to the back. It is a great improvement to have the cards in different colors—say red and black on a white ground. A good size to have them in is about 8 by 12 inches.

I take pleasure in presenting herewith a few samples of wording for store signs. I trust that the readers of THE REVIEW will find them useful:

Here is one of the reasons why you ought to buy your gloves at this store:

We keep them in repair free of charge.

Have you seen the new "Fit-Easy" corsets?
They are just in from Paris.

Gray is the latest fashionable coloring for dress goods.

Half the battle for good health is to have right underwear.

Does your husband need a new necktie?
Perhaps he does and doesn't know it.
25c., 50c., 75c., $1.00, $1.50.

Why are so many people coughing? It is probably because they get their feet wet.

A pair of our 75c. rubbers may save you many dollars in doctor's bills.

---

825 pairs of women's and children's shoes at less than wholesale prices.

Just in from Montreal.

A linen handkerchief sensation.

Have you seen our new dollar kid gloves?

There is a surprise for you to day in the millinery pepartment.

* * *

Closely allied to this question of show cards is the use of price tickets. I am one of those who believe that the more information you can give the public about your goods without putting them to the trouble of asking questions the better they like it. If you have an article exhibited in your show window attach a price tag to it. Many a possible customer has been prevented from entering a store by the fear that some article which has been seen in the window

and admired and which has no price ticket attached to it will be found to be too high in price. People are often quite sensitive about such things.

* * *

I have no doubt that there are still a great many retail dealers in different parts of Canada who still follow the antiquated custom of using a private selling mark in marking their goods. The practice was formerly quite common, and I am aware that old customs die a hard death.

Now, for my part, I don't believe I could ever be brought to feel happy and comfortable in buying goods in a store where the private mark is in vogue. I believe that most people feel just as I do about this thing. Unless it is the intention to charge some people more than others, why is this private mark used? If there ever was a time when a private selling mark was justified by conditions, that time has long since passed away.

There are hundreds of merchants to-day who are forever kicking against department stores. Yet when you go into the place of business of one of these kickers you will perhaps be confronted with a private mark on something you want to buy. And yet, Mr. Kicker wonders why so many of his customers prefer to buy from his hated rival, the department store man.

* * *

A good trade-mark is a good thing for either a wholesale or retail merchant. Up to within comparatively recent date the law governing the use of trade marks was in more or less a state of being created. Even at the present time comparatively few business men have anything but a very foggy notion of what can be registered as a trade mark and what can not. Briefly stated, a trade-mark is a sign or symbol used in commerce for branding goods or for other purposes. If this trade-mark is registered at the patent office it is known as a registered trade-mark. Any suitable symbol or mark can be registered as a trade-mark unless evidence is brought forward to show that the applicant has not the original and exclusive right to so register. The words, "John Jones' Tea" could not be registered as a trade-mark because there is more than one John Jones and more John Joneses are likely to live in succeeding generations. But the words, "John Jones' XXX Tea" could be registered as a trade-mark on account of the addition of the symbol or sign "XXX." This same rule applies to all proper names, such as christian names, surnames or geographical names. The name of a firm of more than one name cannot be registered as a trade-mark any more than can the name of an individual. The words "Crosse & Blackwell's Pickles," or "Day & Martin's Blacking," cannot be protected by registered trade-mark, because no one has any exclusive right to these names. Neither can the words, "Keen's Mustard" be protected, for the same reason. They have ample protection, however, under the common law.

A leading New York department store uses a red star as its trade mark. This red star is branded on many of its lines of goods. It is also used as a sign (illuminated at night) in front of the building. The firm's wrapping paper, stationery, etc., as well as its delivery wagons, also have it prominently displayed. This idea could be carried out by hundreds of merchants. In the event of a firm name being quite long or difficult to pronounce, a catchy and easily remembered name for the store is very desirable. If a certain store is the only one in the town with a front painted red, the words "The Red Store" would, if properly advertised, become a valuable trade mark. But it could not be registered. The words "The Big Store" are very successfully used by a firm with stores in Chicago and New York. The title is used in all the firm's advertisements. It is catchy, easily remembered, and, better still, it means something to the store's credit.

I know a very large retail store in New York which uses a peculiar style of outline type in all its advertisements. As the firm advertise extensively, millions of people have become familiar with the type, which, of course, is always associated in their minds with the firm which uses it. If some other advertiser were to use the same type it would probably be a losing game for him, as half or more of the people reading his advertisements would naturally think that they were Stern Brothers' advertisements. If Sterns' firm had originally invented this peculiarly-shaped type and had got it registered, they would, of course, have had the exclusive right to use it. Many other successful retail advertisers use a uniform type in the setting up of the firm's name in advertisements. This is sometimes done in connection with a registered trade mark, but oftener not.

Here are a few examples of firm names being set up in peculiar type and which I have selected at random from a number of United States and Canada papers :

Arnold, Constable & Co.

BROWNING KING & Co
Fulton St., cor. DeKalb Ave.
BROOKLYN.

A study of these examples may be of considerable profit to REVIEW readers. Of course, the main idea which underlies the exclusive and continued use of these peculiar types is the intention that the public will become so familiar with them that the advertisements actually get to be valuable trade-marks.

This result is more easily obtained if the whole of the advertisements are always set up in exactly the same type or types, no matter in what paper they appear. If a retailer is doing considerable advertising it will probably pay him to supply the different papers in his town with one or two founts of type which they haven't already got. The condition, of course, would necessarily be that they are to be used only in his advertisements. These one or two founts, helped out as needed from the general type stock of the office, will give an advertisement in which they appear a certain exclusive and peculiar appearance which would be very valuable for advertising purposes.

* * *

Here is an ad. of a Kingston, Ont., house which is refreshing to read. It appeared in double column width in The Whig of that

place. In the paper containing it were a number of other dry goods ads. After reading them all the conclusion I came to was that if I lived anywhere near the old Limestone City I would feel very much like buying goods from Starr & Sutcliffe. There are probably other dry goods stores in Kingston as good as theirs, but apparently there is no other which advertises as well as they do. This particular ad. makes the impression on your mind that Starr & Sutcliffe are safe people to do business with. They tell me that if I am not satisfied with the goods I buy from them I can get my money back without "any talk or controversy or cross looks" This makes me think that their goods must be carefully bought and moderately priced, because if one-fourth their customers wanted their money back the firm would probably be ruined. The ad. is well written throughout. It has a tone of honesty about it that is quite convincing.

The one mistake in the ad. is that there are no prices and other details mentioned.—THE DRY GOODS REVIEW.

Can You Do It Anywhere Else?

S & S K

Buy goods and bring them back and get your money again if you are not satisfied You can do that here and do it without any talk or controversy or cross looks. It makes this store a pretty safe place to do your shopping at, don't you think?

Thousands of dollars worth of goods are gathered here without regard to distance, so long as they are helps to our patrons Unequalled assortments and unmatched economies form the keynote to the interest you have in this business The way we buy makes lowest prices. The way we sell insures a quick turn over of all stocks The command of ready cash gives us buying power, and every advantage we get goes directly to you. Less to pay here than anywhere That's the fact Make your own comparisons, and back of all is satisfaction, comfort in shopping, good service, careful attention, fair dealing and reliable goods

Think twice as to where is the best place to do your buying

Starr & Sutcliffe,

FORMERLY RICHMOND & CO

118 and 120 Princess Street.

AN EDMONTON HARDWAREMAN.

Mr. James Ross, a hardware merchant from Edmonton, is in the city for a day on his way to his old home in Nova Scotia. Mr. Ross has been in business since 1884 in the northern town, and is one of the prosperous merchants who have done much to establish this thriving place on a firm foundation. "Yukon travel is of great benefit to Edmonton," said Mr. Ross to The Free Press. "We fit out several parties each week, the majority of them destined for Peace River, where they will spend a year or two prospecting. It is a mistake to think that people cannot get into Klondyke via our route. Several have reached there who started from Edmonton and have sent back letters describing their safe arrival.—" Free Press, Winnipeg.

RECORD YEAR FOR OWEN SOUND.

The Owen Sound Times publishes statistics to the effect that 1897 has been a record year for that town as a port. In 1897 there were 113,411 tons of merchandise received, as compared with 74,482 tons the previous year, 60,073 tons forwarded as compared with 30,127 tons in 1896. The aggregate salary of porters, coal-handlers, etc., has doubled, thus improving business in every respect. There were 2,442,013 bushels of grain received, as compared with 1,498,000 bushels in 1896. The Times is confident that 1898 will show a corresponding increase in the port returns.

DEATH OF A GALT MANUFACTURER.

Mr. John G. Stevens, a partner in the late firm of Stevens & Hamilton, iron tool manufacturers, Galt, Ont., died in that town on Sunday last, in his 63rd year. Deceased had lived in Galt for nearly 30 years, and was much respected.

Henderson & Potts

NOVA SCOTIA PAINT AND VARNISH WORKS

HALIFAX, N.S., and 747 Craig St., MONTREAL

Japanese Enamels—for artistic decorative work and for baths—a great variety of Tints and Colors.

Carriage Gloss Paints—Easily applied—Dry quickly with a brilliant gloss—Eight beautiful shades.

Farmers' Waggon Paints—Ready for use in six different shades—Require no varnishing.

Cycle Enamels—Made with best hard drying varnish—Quick drying and durable.

Anchor Handy Varnishes in Lever Top Tins in three sizes—a great variety.

Plumber and Steam-Fitter

RULE FOR FURNACE PIPES.

I HAVE been a close reader of all that The Metal Worker has provided for the assistance of those who make a specialty of hot air furnace work, and submit for the consideration of its readers the following on deciding the size of hot air pipe to be used for a given room, says a correspondent of the paper mentioned. The rule which must be applied, with variations to suit the location of the room and its size, is to multiply the square feet of floor space by 2½, 3, 3½ or 4, then divide the result by 10, and the result will be the area in square inches of the hot air that should be used. For example, a first-floor room 15 x 15 feet, with two walls exposed and the usual windows, would have an area of 225 square feet. This multiplied by 3½ would give 787, and divided by 10 would give a fraction over 78 as the number of square inches of area that a hot air pipe should have for this room. If the room had three sides exposed on the cold side of a building, the square feet should be multiplied by four. For example, a 14 x 16 foot room would have 224 square feet, and multiplied by 4 and divided by 10 would give 89.6 as the area in square inches of the proper pipe, which would be almost equal to an 11-inch pipe. If the room was to be used only as a sleeping apartment, and over a room that was warmed, either 2½ or 3 should be used as the multiplier, according to the exposure and amount of heat required. It will be seen that this rule is somewhat elastic and not derived from a scientific base, but simple in application and a fair guide. On computing the cubic contents of the rooms with a 10-foot ceiling it will be found that in the more exposed room 1 square inch of area is provided in the hot air pipe for every 25 cubic feet of space, and in the other room the proportion is about 1 to 30. It corresponds with the method of proportioning the pipe to the cubic space, but the different multipliers have an advantage to beginners, as they do not leave so much to judgment. Multiply by 4 for cold exposed first floor rooms and by 3½ ordinarily. For exposed second floor multiply by 3, and by 2½ ordinarily for sleeping rooms. These multipliers used for rooms of different sizes naturally will not always give an amount which corresponds with the area of a regular size of pipe, but will sometimes give an amount between two sizes ; then the larger or smaller size may be used as the room may seem to need, or according to the number of pipes which are used on the furnace. If there is a large number of pipes on the furnace, taxing its capacity, better results will be secured by using the smaller size of pipe. Small furnaces and small pipes only do their work at the expense of overheating the air, which should always be avoided.

PLUMBING AND HEATING NOTES.

A. Demers & Co., plumbers, Montreal, have dissolved.

The amount expended in building in London this year was $275,000.

R. S. Leigh, plumber, was one of the victims of the London accident last Tuesday.

An armory is to be erected in Burford, Ont. It will cost $3,000, and will be a neat and commodious brick structure.

The firm of David King & Co., plumbers, hot water and sanitary engineers, Halifax, have changed the firm name to Crump & Perrier.

Joseph A. Plante and Joseph Beland have registered as proprietors of the firm Plante, Beland & Co., manufacturers acetyline gas, Quebec.

Building permits have been issued in Hamilton to W. P. Witton for alterations to the New Royal Hotel, to cost $35,000, and to E. B. Patterson for an addition to the factory of the Ontario Lantern Co., to cost $750.

PLUMBERS VINDICATED.

Some weeks ago mention was made in these columns of an interesting plumbing case which came before the Halifax Board of Health. The case was disposed of last week, after Ald. Hawkins had given evidence under oath, bringing with him portions of the pipe to show where the trouble had arisen. He admitted having picked some putty from the joints, but with no intention of doing wrong. The board adopted the engineer's report on the plumbing work, thus vindicating French & Haley, Duke street, who did the plumbing in the house. This firm now state their intention to enter suit for $5,000 for injury done to their business through the charge.

STEEL AND WIRE COMBINE.

A Chicago despatch says : Barring some unforeseen incident there will be filed with the Secretary of State at Springfield, Ill., this week, articles for the incorporation of the largest capitalized stock company in the west. The new company will be the American Steel and Wire Co., with principal offices located at Chicago. The capital stock will be $87,000,000, $30,000,000 of which will be preferred stock, entitled to receive each year out of any surplus or profits a dividend of 7 per cent. and the remaining $57,000,000 will be common stock. The incorporators will be John W. Gates, Isaac L. Ellwood and Ellsert H. Gary. The fee for licensing the incorporation of the company will be over $87,000, and will be the largest single fee ever received by the Illinois or any other State Department.

PLUMBING AND HEATING CONTRACTS.

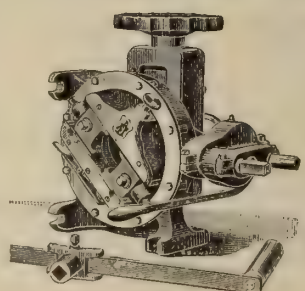
Guest & Co. have the contract for two organ motors for Mr. Brown, organ builder, Brantford.

John Stewart, of Westmount, Que., has secured the contracts for roofing four houses and for the plumbing, heating and ventilating of one house in Westmount.

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.



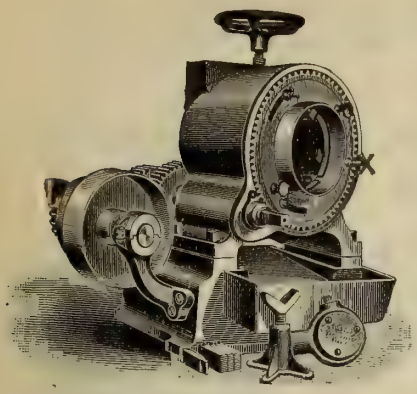
New No. 0 Threading Machine.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office : 139 Centre Street

Bridgeport, Conn.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

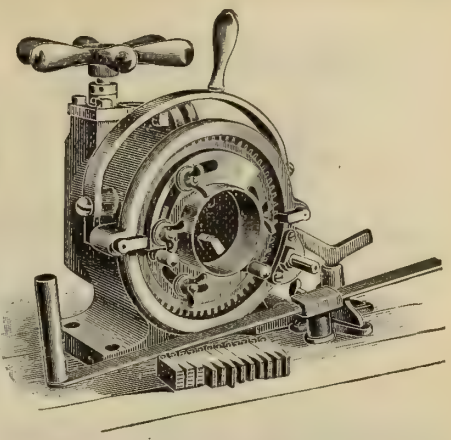
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ¼ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

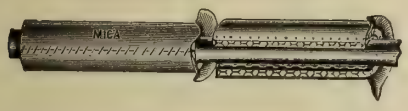
T L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Hardware, Plumbers' and Bicycle Specialties.

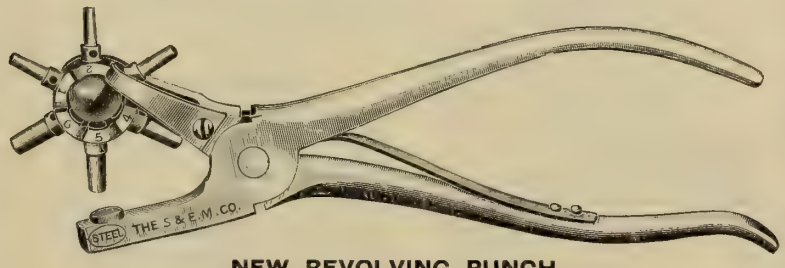
OUR GOODS ARE WELL KNOWN IN CANADA

No. 4

1898

CATALOGUE

Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

TO CONSOLIDATE AXE WORKS.

The N.Y. Journal of Commerce says: "There have been reports recently that a combination of edge tool manufacturers to control 80 per cent. of the trade of the country was soon to be formed. As far as was learned from inquiry in the local trade these reports are based on the announcement that the American Axe and Tool Co., which owns several plants in various parts of the country, will shortly erect a large plant in the vicinity of Pittsburg, Pa., and consolidate its interests. It is said that the new plant will cover from 25 to 30 acres of ground space.

"The companies generally understood to be operated by the American Axe and Tool Co. are: Robert Mann & Sons, Mill Hall, Pa.; Thomas R. Mann & Co., Mill Hall, Pa.; Wm. Mann, jr., & Co., Lewiston, Pa.; J. Fearon Mann, Bellefonte, Pa.; Johnsonville Axe Mfg. Co., Johnsonville, N. Y.; Romer Bros. Mfg. Co., Gowanda, N.Y.; Douglass Axe Mfg. Co., East Douglass, Mass.; H. Knickerbocker & Co., Ballston Spa., N.Y.; Powell Tool Co., Cleveland, O.; Hubbard & Blake Mfg. Co., Oakland, Me.; Jamestown Axe Co., Jamestown, N.Y.; Underhill Edge Tool Co., Nashua, N.H.; Francis Axe Co., Buffalo, N.Y.

"It is reported that the East Douglas works and those at Ballston, N. Y., will remain unchanged, but that all other plants owned by the company will be abandoned as soon as the Pittsburg plant is completed."

The Trade and Navigation Returns will be published shortly and will show that during the fiscal year 1896-7 the total imports entered for consumption were $111,294,021, as against $110,587,480 last year. The duty collected amounted to $19,891,997, as against $20,219,037, a decrease of $327,040. Exports were $123,959,838, an increase of $17,581,086.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

Jan. 7, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 50	1 55
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"		1 90
inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $2.00; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 24 gauge	....	0 03⅞
26 "	....	0 04⅛
28 "	....	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb.	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20
"Tandem" A	0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 75
No. 3 do	4 37
No. 4 do	4 00
Brandram's B. B. Genuine	7 50
" " No. 1	6 75

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	6 70
" " No. 1	6 20

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 0¾
Ultra marine Blue in 28-lb. boxes, per lb.	....	0 08
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Casks	....
50-100 lb. kegs	....
25-lb. Irons	....
-lb. Boxes	....

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	0 05

Putty.

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	0 45	0 46
Boiled, per gal. net	0 48	0 49

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 48

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lots	....	0 10½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.

Rim Fire Pistol, dis. 45 p. c., Amer.

Rim Fire Cartridges, Dom., 50 and 5 p. c.

Rim Fire, Military, net list, Amer.

Central Fire Pistol and Rifle, 18 per cent Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.

Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.

Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.

Brass Shot Shells, 55 and 10 per cent

Primers, Dom., 30 per cent.

Wads.—Baldwin

per lb
Best thick white felt wadding, in ½-lb bags ... 1 00
Best thick brown or grey felt wads, in ½ lb. bags ... 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxe of 500 each, 10 gauge ... 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge ... 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge ... 0 25
Thin card wads, in boxes of 1,000 each 8 gauge ...
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge ... 0 60
9 and 10 gauges ... 0 70
7 and 8 gauges ... 0 90
5 and 6 gauges ... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge ... 1 15
9 and 10 gauges ... 1 40
7 and 8 gauges ... 1 65
5 and 6 gauges ... 1 90

Anvils.

Per lb ... 0 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 4 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross ... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, " ... 0 85 1 60
" handled, per gross ... 3 60 30
Saddler's, per gross ... 0 45 1 60

Awl Hafts.

Patent Peg, oss ... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz ... 2 80 3 30

AXES.

Splitting Axes ... 5 25 5 50
Chopping Axes—
Black Prince ... 7 25 7 50
Forest Clipper ... 7 25 7 50
Lance ... 8 50 9 00
Mann's ... 8 00 8 25
Maple Leaf ... 9 50 10 00
Hand Made ... 7 50 7 75
Climax ... 8 00 8 25
Phantom ... 8 25 8 50

Axle Grease.

Per gross ... 6 00 13 00

Bath Tubs.

Zinc, discount ... 3 90 4 0
Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.
Boxing extra

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Door.
Gon Sargant's ... 5 50 8
" Peterboro', discount 50 per cent.

Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.
American, each ... 1 25 3 00

House.
American, per ... 0 35 0 40

Bellows.

Hand, per doz ... 3 35 4 75
Moulders', per doz ... 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz ... 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.
Gilmour's, 47½ to 50 per cent.

Expansive.
Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.
Clark's, per doz ... 0 65 0 90
D amond, Shell, per doz 1 00 1 50
Nail and Spike per gross . 2 25 5 20

Blind Rollers.

Annex, per doz ... 1 25 1 75
Mascott, " ... 1 35 1 85
Erminie, " ... 1 00 0 00

Blind and Bed Staples.

sizes, per lb ... 0 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's ... 6 00 7 75
Barber's Ratchet ... 10 00 11 00
Farmers ... 2 00 2 75
Millar's Falls ... 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs ... 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " ... 7 50 10 00

Butchers' Cleavers.

From 8 to ch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.
Loose Pin, dis. 70 per cent.

Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair ... 0 40 0 65

Can Openers.

Acme, per gross ... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do ... 0 60 1 00

Carpet Stretchers.

American, per doz ... 1 00 50
Bullards, per doz ... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " ... 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross ... 8 50 9 50

Cement.

Canadian, Portland ... 2 50
English " ... 2 50
Belgium " ... 2 35
Canadian hydraulic ... 1 10
Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross ... 0 45 0 75
White lump, per cwt ... 0 60 0 65
Red ... 0 05 0 06
Crayon, per gross ... 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz ... 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.
Steel, net ... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn s, per doz ... 3 00 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box ... 3 60 13 00
Side ... 3 60 4 00
Enterprise, No. 0 ... . 1 35
" No. 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz ... 0 88 1 60
English per doz ... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz ... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.
Per doz ... 85 1 70

FAWCETS.

Cork Lined, per doz ... 0 30 0 35
Wine, per doz ... 1 30 3 25
Star, " ... 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz ... 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each ... 0 60 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.
Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz ... 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33, each.... 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each ... 0 30
Enamelled each ... 0 55

GRINDSTONE FIXTURES

P. S. & W., per doz ... 3 60 4 00

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.
Magnetic, per doz ... 1 10 1 20

Sledge.
Canadian, per lb ... 0 07½ 0 08½

Ball Pean.
English and Can., per lb ... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz ... 1 00 1
Chest, per doz. pairs ... 0 40 2 50

Chisel.
Firmer, per gross ... 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross ... 3 75 5 00

Fork.
C. & B., dis. 45 per cent. rev. list.

Hoe.
C. & B., dis. 45 per cent. rev. list.

Saw.
American, per doz ... 1 00 1 25

Plane.
American, per gross ... 3 15 3 75

Hammer and Hatchet.
Canadian, 45 per cent.

Cross-Cut Saw.
Canadian, per pair ... 0 15 0 0

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.
Heavy, per lb ... 0 03¾ 0 04¾
Screw hook and hinge—
6 to 12 in., per 100 lbs 3 15
14 in. up, per 100 lbs 2 35
Per doz. set.
Screw. Eureka ... 1 13 1 80
Gate, Clark's ... 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pai
Spring ... 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 lis
Planter, per doz ... 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz ... 0 50 1 10
Clothes Line, per doz ... 0 27 0 63
Harness, per doz ... 0 72 0 88
Hat and Coat, per gross ... 1 00 3 00
Chandelier, per doz ... 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.
Hat and coat, dis. 60 to and 10 p.c.
Belt, per 1,000 ... 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co. "C" brand f.o.b. Montreal, 50 p.c.
"M" brand 50 p. c.

HORSE SHOES.

per keg
Light and medium pattern "M" brand 3 25
Snow Shoes 3 50
Steel Shoes, light 3 50
" " extra light, Nos. 0, 1, 2 ... . 5 00
Steel Shoes, Nos. 3, 4, 5 ... . 4 25
" " assorted, 0 to 5.. .... 4 75
All f.o.b. Montreal.

ICE PICKS.

Star per doz ... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb ... 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross ... 1 60

KNOBS.

Door, japanned and N.P., pe doz ... 0 65 3 00
Bronze, Berlin, per doz ... 2 75 3 25
Bronze Gem, " ... 6 0 9 00
Sava, " ... 8 75 10 0
Shutter, porcelain, F. & L. screw per gross ... 1

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz ... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz ... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz ... 2 20 5 60
Galvanized, " ... 1 87 3 85
King, wood, " ... 2 75 2 90
" glass, " ... 4 00 4 50
A glass " ... 1 20 1 30

LINES.

Fish, per gross ... 1 05 2 50
Chalk, " ... 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 18
Mystic Metal.................. " 08
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Basis—50 to 60 dy. $1.85 f.o.b., Toronto, Montreal, Hamilton. London.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon,
per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral.............. .... 0.17

OILERS.

McClary's galvan. iron oil can,
with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross........... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L...................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6.............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co.,dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs...................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6⅝	00	7¾
⅜ in.	7⅛	00	8¼
¼ and 5-16 in.	7⅝	00	8¾
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire............ 0 60 0 90

SASH CORD.

Per lb....................... 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes,
per dozen................ 0 70
"Empire," McMillan & Haynes,
per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan &
Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 0 00 0 00
Door, per doz................ 0 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'............... 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case................ $4 50
No. 6—3 dozen in case................ 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued............... 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..............................
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather .... 5 50 9 [illegible]
Chesterman's, each .... 0 90 2 [illegible]
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipmen 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each.................... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12
inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off vised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge,
per 1,000 feet 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5
inches apart.............. .... 1 82
Galvanized, 4 barb, 4 and 6
inches apart 1 82
Galvanized, plain twist, all..
delv'd.................... ....
Plain twist.................. ....
Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. ... 1 18

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . 10 cents

New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—**15 cents.**

Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man.—**$1.50.**

Address:

The MacLean Publishing Co. Limited

TORONTO and MONTREAL

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, Proprietors.

Executive Offices

NOS. 346-348 BROADWAY, NEW YORK

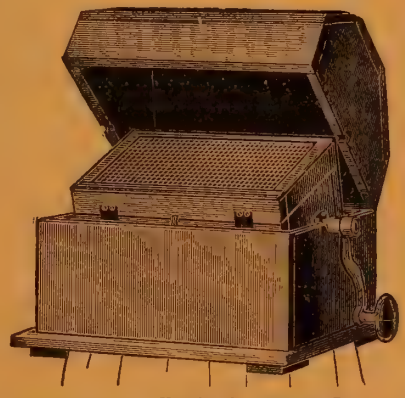
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



Now is the time

to look up a good "Cinder Sifter," one that will give satisfaction.

THE CHAMPION ...Cinder Sifter

is the best in the market.

Write for Price.

Manufactured by . . . **MEAKINS & CO. - - MONTREAL**

BERTRAM, WILSON & CO.

LUMBERING SUPPLIES

AXES

SAWS and FILES

CHAIN

PEAVIES

PIKE POLES

IRON, STEEL HARDWARE and BICYCLE MERCHANTS

53 Yonge St. TORONTO

Acme Genuine Halifax

Skates just received. Large assortment. Full line, including Hockeys. The Genuine Halifax as cheap as the imitation German line. Prompt shipment guaranteed. . . . . .

The John Bowman Hardware and Coal Co.

LONDON, ONT.

NOW READY FOR BUSINESS

Four hundred and fifty-six cases of New Goods opened. . . .

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

WE WANT TO HEAR.

WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

A Careful Investigation

is not required to find
the merits of

ROBERTSON'S
Pure Prepared Paints

They are absolutely the best. They are the standard of perfection, and yield a handsome profit to the retailer.

Made only by...

The JAMES ROBERTSON CO. Limited 263-285 King Street West, **Toronto**

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, JANUARY 15, 1898 | No. 3

MAGNOLIA METAL

In use by

TEN LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

Beware of Fraudulent Imitations.

MAGNOLIA METAL COMPANY

London Office—40 Queen Victoria St.
Chicago Office—Traders' Building.
Montreal Office—
Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Buying Poultry Netting?

Then get the best while you are at it — in other words, ask for

LYSAGHT'S

which is the best galvanized and best woven make on the market. It is **full weight, length and width,** which cannot be said of some other makes, and is

GALVANIZED AFTER WEAVING

the only serviceable kind of netting, as consumers find by experience.

JOHN LYSAGHT, LIMITED,
BRISTOL AND MONTREAL.

The Largest Radiator Manufacturers Under The British Flag.

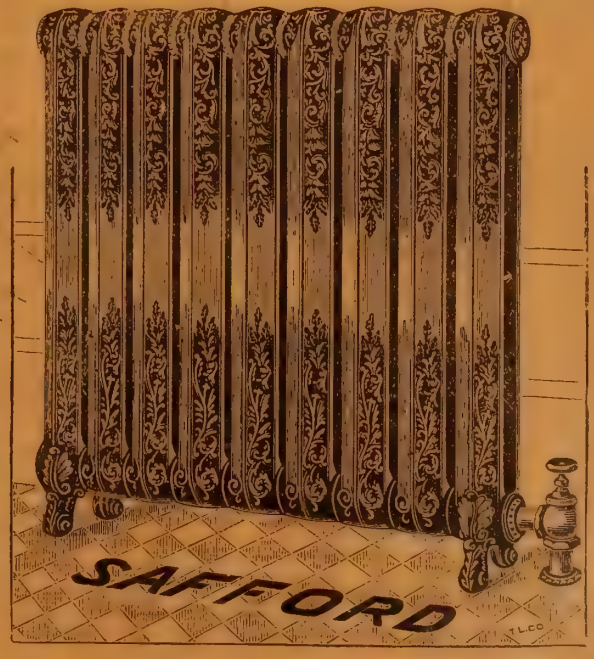
In no other Radiators have the essential qualities of the modern heater been brought to such a stage of excellency as in the

"SAFFORD"

PATENT
SCREWED
NIPPLE

"RADIATORS"

For Heating by Hot Water and Steam.
The only Radiator made without Bolts or Packing.



Manufactured by

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

OUR . . .

BICYCLE ACCESSORY

Prices are now ready.

See our travellers' samples before ordering.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets ...TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN

Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Limited.

125 and 127 Queen St. East, **TORONTO**

"Diamond"
"Granite Steel"
. . and . .
"White"

ENAMELED WARE.

Goods that will bring you customers, and hold them.

We use the utmost care in manufacturing and handling these goods, and can consequently guarantee every piece.

You can depend upon prompt shipment.

KEMP MANUFACTURING CO.

Toronto, Canada

Churns

Daisy, Leader and Steel

Washers

Dowswell . . . .

Mangles

Domestic and Queen

Clothes Wringers

Royal Canadian, Royal American, Leader, Lightning

WRITE FOR PRICES.

M. & L. Samuel, Benjamin & Co.

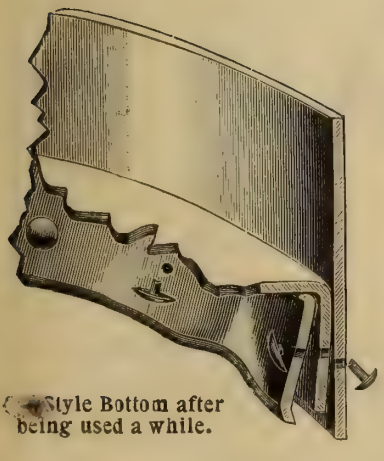
English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

ESTABLISHED 1860. INCORPORATED 1895.

MILK CAN TRIMMINGS

A FEW OF THE REASONS WHY EVERYBODY ASKS FOR DAVIDSON'S MILK CAN TRIMMINGS.



Style Bottom after being used a while.

Because

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically two piece. The rim of Patent Bottom is turned in over edge of bottom proper, making smooth, uniform edge, that will not tear floors of factories or waggons.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

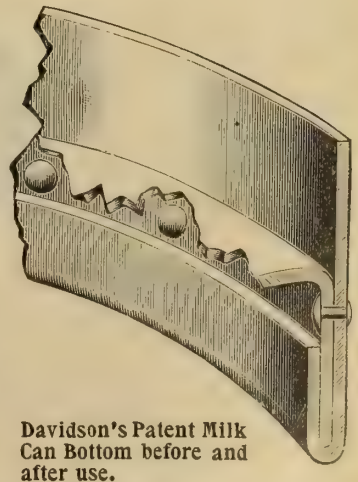
Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.



Davidson's Patent Milk Can Bottom before and after use.

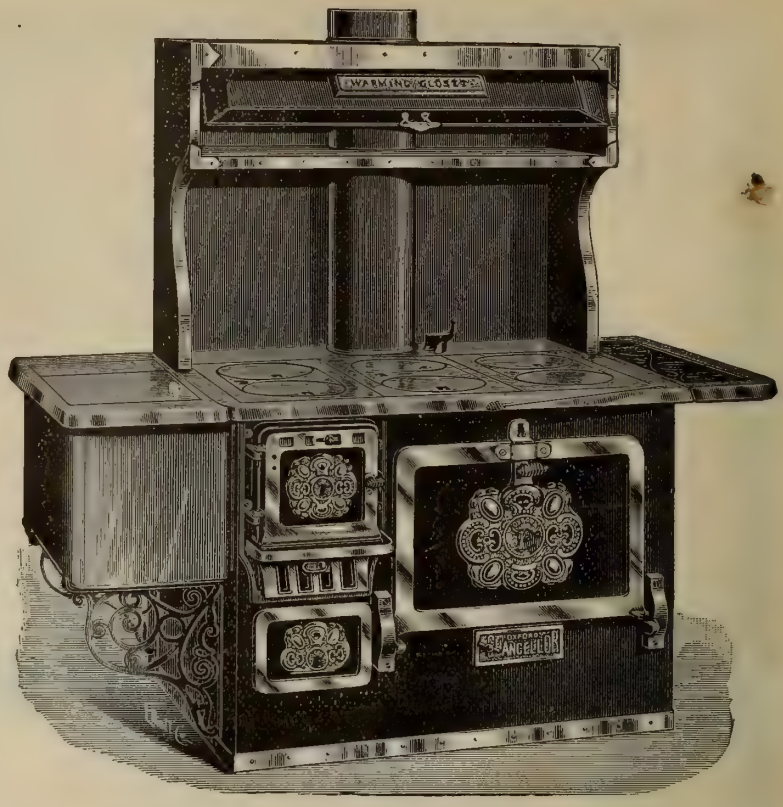
TINNED IRON CUT TO SIZE IN STOCK AT RIGHT PRICES.

The Thos. Davidson Mfg. Co., Limited, - Montreal, Que.

A HANDSOME STOVE FOR COUNTRY USE...

OUR

Oxford Chancellor



is a heavy steel-plate range that burns the coarsest wood. It is cheaper and better than a coal iron range, and will last a lifetime.

The oven is perfectly ventilated and extra large, 24 x 22 x 15, with a balanced drop door.

Six 9-in. holes on top. With or without the reservoir.

We know this stove will sell on sight, and the price is moderate. If you haven't them in stock, send for catalogue and price list right away.

The GURNEY FOUNDRY CO. Limited, TORONTO

The GURNEY-MASSEY CO. Limited, MONTREAL.

The

E. B. Eddy Co.'s

CALENDAR

FOR 1898

Will not be issued till March next at the earliest. We have been too busy to find time to get up a bright and attractive calendar for our friends.

If you want a copy in March, send a post card request now to

The E. B. EDDY CO., Limited - Hull, Canada

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JANUARY 15, 1898 No. 3

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.
Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

SUCCESSFULLY COMPETED WITH DEPARTMENTAL STORES.

MERCHANTS can compete with departmental stores if they will, provided that to up-to-date business methods they add the cash system.

Every merchant who does business on credit has necessarily to add to the cost of his goods a certain percentage for losses. He who does not makes a grave mistake. Now the departmental stores have not this to do. They sell for cash, and the selling price of their goods is based upon the cash system. No one can get even a day's credit from a departmental store. If a man or woman has not the cash the goods are sent "C.O.D.," otherwise they are not delivered.

That the average retail merchant can do business on the same principle is being demonstrated time and again. HARDWARE AND METAL has one in mind at the moment which admirably illustrates that.

There is a small town a few miles east of Toronto whose citizens were in the habit of buying largely from departmental stores in the "Queen City." One of the merchants of the town made it a practice of visiting the station and making a note of the names of those to whom the goods were consigned, and he found that a good many of the names were of persons who were in the habit of getting goods at his store on credit. Acting on the advice of a Toronto wholesaler to whom he related his experience, he established two prices in his store—a cash and a credit price—and put a large streamer in rear of his store announcing the fact.

Shortly after he had inaugurated this system, a lady, who had been in the habit of getting large quantities of goods from Toronto departmental stores and paying cash for them, while buying on credit from the local merchant, entered the store and asked the price of a certain article.

On being informed, she ordered a certain quantity and was on the point of taking the goods away without having tendered payment, when the storekeeper remarked that the figure he had quoted was for cash. If he had to charge it the price would be so much more, naming the figure.

"But I can get it for that in Toronto," she exclaimed, referring to the price first quoted.

"I know you can, madame. My figure is based on the Toronto price; but it is on the same condition, and that is, cash."

Although nonplussed, the woman declared that, not having the money with her, she would not take the goods and flounced out of the store in high dudgeon. Shortly afterwards her husband entered the store in search of an explanation, which he got.

What the merchant did with this one customer he did with all others under similar circumstances. And to-day he has only one price, and that is the cash price. The other he has abolished.

Other merchants in the same town followed his example, with the result that scarcely any parcels go to that particular station from Toronto departmental stores, the people have learned that by paying cash they can, on the whole, do as well at home and save express or railway rates besides.

The lesson to retail merchants throughout the country is obvious.

THE PRICE OF GREEN WIRE CLOTH.

The demoralized condition of the green wire cloth market in Canada is largely due to the failure of the makers in the United States to arrive at an agreement respecting prices.

The price at which wholesalers in Toronto are now selling green wire cloth is $1.15 cash or $1.20 four months.

The figures now ruling are slightly under the cost of the United States article, freight and duty paid The duty is 30 per cent.

A good many orders are being booked at thess low figures.

The price of green wire cloth is about 11 per cent. lower than the ruling wholesale figures of last year and about 35 per cent. below those of 1896.

COUNTRIES WHICH ARE TO GET FREER TRADE.

ACCORDING to cable advices the law officers of the British Crown have decided that Spain, the Netherlands, Liberia, Morocco, San Salvador, the South American Republic and Tonga are entitled to share in the privileges of the reciprocal tariff.

It will be remembered that when the preferential tariff went into operation the Dominion Government decided that Great Britain was the only country which was then entitled to enjoy it. It will also be remembered that the law officers of the British Crown ruled that Germany and Belgium, under the provision of the most favored nation treaty clauses were entitled to the privileges of the reciprocal tariff. Since then France, Japan, New South Wales and a number of minor countries have been added to the list. And now, as noted above, it is to be supplemented by half a dozen others.

Spain comes in under a treaty made in 1892 with Great Britain, Morocco under one made in 1856, South Africa Republic under one made in 1884 and Salvador under one made in 1886. To this last-named treaty Canada decided not to accede when it was made, and was thus exempt from its operations. But the reciprocal tariff, according to the decision of the law lords, has evidently brought the Dominion under the operations of the treaty for the time being.

As, after August 1 next the favored nation treatment treaties will cease to operate, having been denounced by the British Government through representations made by Canada, the Dominion will then be free to accord the privileges of the reciprocal tariff to Great Britain alone if she so desires.

A brief reference to the commercial importance of the countries which the law officers have just decided to be entitled to share in the reciprocal tariff may not be out of place.

Spain's chief products are wines, fruits, cereals, minerals and cotton textiles. Her imports in 1896-7 were valued at £29,366,906 and her exports at £34,890,400. The area of Spain, including Balearic and the Canary Islands, is 197,670 square miles, and the population is estimated at 17,650,234. The condition of business in Spain is unsatisfactory owing to the drain upon the country of the Cuban War.

The chief exports of the Netherlands are food products, drugs, iron, steel, textiles, sugar, etc. The imports of the country are valued at £120,350,000 and the exports at £98,200,000. The country has an area of 12,648 square miles and the population is 4,928,658.

Liberia, the little Republic founded in 1822 on the west coast of Africa by American philanthropists for the settlement therein of freedmen, is the hottest country in the world, and produces chiefly palm oil, canewood, ivory and gold dust. Its exports in 1895-6 were valued at £141,460, and its imports at £156,250. The country in 1871 borrowed £100,000 from Great Britain, but since 1874 it has not even paid the interest, and its indebtedness on this account is now £200,000. Its population is about 1,500,000.

Morocco is a fine wheat-growing country, and is rich in minerals, but barbarous customs prevent the resources of the country being developed. The exportation of corn is strictly prohibited. The exports of Morocco in 1896 amounted to £1,632,626, and the imports to £1,793,689. The population is about 2½ millions.

The chief products of the Central American republic of San Salvador are coffee and indigo. The country's imports last year were £413,000 and its exports £1,980,000. The area of Salvador is 7,225 square miles and its population is 803,534.

The chief exports of South Africa Republic, or, as it is better known, the Transvaal are wool, cattle, hides, grain, ostrich feathers, ivory, butter, gold, etc. Its imports last year were £9,816,304.

Tonga is one of the Friendly Islands and has an area of 385 square miles and a population of 25,000.

As far as can be ascertained from The Trade and Navigation Returns, Spain is the only country among the seven named from which Canada in 1896 imported any goods. In that year the total imports were valued at $361,778, of which $346,208 was dutiable, and the amount of duty collected was $162,118.81.

HORSESHOE DELIVERY POINTS.

IT WILL be remembered that the manufacturers of horseshoes decided a couple of months ago to confine delivery points to Montreal and St. John, N.B. Now, however, it has been decided to again revert to the old plan, and Toronto, Hamilton, London and Guelph have been added to the delivery points.

Prices at the respective points are now as follows: Montreal, $3.25; Toronto, Hamilton and Guelph, $3.35; London, $3.40.

While the confining of the delivery points to Montreal and St. John does not appear to have been satisfactory in itself, yet it is believed the principal reason for reverting to the old order of things was that shoes of United States manufacture were coming into the country.

When the makers concluded to confine the delivery points to Montreal and St. John it was expected prices in the United States would advance, but in this they were disappointed.

DUTY ON PLAIN TWIST WIRE.

Doubt exists in the minds of some people as to whether plain twist wire went on the free list on January 1.

Plain twist is not enumerated in the tariff, hence the doubt which exists. Some dealers fancy that it should be free because barb wire is.

HARDWARE AND METAL has made enquiry of the Customs authorities and the opinion there is that plain twist is not free, but is dutiable at 15 per cent. under paragraph 263 of the new tariff, which reads: "Buckthorn strip fencing, woven wire fencing, and wire fencing of iron and steel, n.e.s., 15 per cent. ad valorem."

THE DUTY ON RANGE BOILERS.

Wholesale dealers in plumbers' supplies have a grievance against the Customs Department,

For some time they have been passing galvanized boilers at 25 per cent., but the other day they were notified that they must amend their entries and pay 30 per cent. ad valorem.

The increased duty means an addition of from 22 to 75c. to the cost of each boiler, and as some of the dealers had imported a large number and sold them before they were appraised of the necessity of amending their entries, they naturally lost a good deal of money.

DISAGREEABLE, BUT A DUTY.

THERE are many things in business that are unpleasant, but the performance of which are none the less necessary. Stock-taking is one of them.

Taking stock entails a great deal of labor, both mental and physical. He, however, is a most unwise merchant who, from any consideration whatever, allows a year to pass without having ascertained his financial position.

No one who pretends to be a business man should neglect taking stock at definite periods at least no farther than twelve months apart.

It is not enough that a merchant should think his business is all right: He should know for a certainty that it is. And if he does not take stock there is positively no other way of arriving at that knowledge.

Unless a merchant knows exactly just where he is financially, he cannot intelligently manage his business. Stock-taking is an analysis of business: It brings to light leaks and points out avenues which are most promising to follow in order to attain success.

Every merchant will find on his shelves at the end of his business year articles which have either been slow of sale or practically unsaleable. These goods have all depreciated in value, and the longer they are held the more they depreciate. They may be apparently none the worse for wear, but they have been eating up interest, and the longer they are kept the more interest will they eat up. Whatever it may be considered they have depreciated should be written off and the clerks instructed to sell them that much lower. Year after year this should be done until the goods are either sold or depreciate so much that they ultimately are without value and fit only to be given or thrown away. Goods which, like chickens, eat their heads off, are unprofitable,

As with stocks so with book debits. Those accounts which are doubtful should be classified as such and given their estimated proper value. The same should be done with bad accounts.

The business with depreciated goods and doubtful and bad debts not properly classified is as a house built upon sand and must sooner or later collapse.

One thing should be remembered: to know the facts does not hasten the collapse of a business. On the contrary, the tendency is the very opposite. When a man discovers that the foundation in a certain part of his building is giving way he proceeds to repair it. It is so with the wise merchant who discovers when stock-taking one or more weak points in his business.

If we remember rightly, in Germany the the law makes stock-taking compulsory. But it should not be necessary to compel anyone to take stock; business common sense should be motive enough to induce each and every merchant to at least once a year take stock and strike a balance sheet.

THE WORD "LIMITED."

JOINT stock companies doing business in the province of Ontario need no longer be haunted with the fear of dire consequences should the head of the company or the office boy fail to spell in full the word "limited" when writing the name of the corporation.

The Provincial Secretary stated in the House a few days ago that it would be no longer an offence against the law to abbreviate the word "limited."

The amendment to the Act which made the abbreviating of the word a penalty was made at last year's session of the Provincial Legislature, and the penalties for so doing were various.

To have the word "limited" in an abbreviated form on sign, letter-head, bill-head, cheque, promissory notes and documents of like nature was to incur a penalty of twenty dollars per day during which the word was used in its abbreviated form, while for using the seal of an incorporated company without the word "limited" being in full was to incur a fine of two hundred dollars.

Whatever possessed the author of this law it is impossible to explain. It was not common sense. That is certain. The only common sense exhibited about the whole matter is the announcement that the silly clause has been knocked on the head as far as its penalizing powers are concerned.

The law was only in force one year, but for a yearling it has done a great deal of harm. Impecunious lawyers harrassed joint stock companies until considerate judges stayed their proceedings, while large sums of money have been expended in putting signs and printed matter in position to comply with the statute.

MR. CRATHERN FOR PRESIDENT.

Mr. James Crathern, the well-known wholesale hardware dealer, of Montreal, has been nominated for the office of president of the Montreal Board of Trade.

Mr. Crathern has for years been an active worker in the board, and has held several offices, last year filling the position of first vice-president, and as the president for the past year will not seek re-election, but has nominated Mr. Crathern, the election of the latter gentleman is very probable.

James W. Pyke, of James W. Pyke & Co., agents for the Krupp Steel Works, Germany, has been re-nominated to represent the Hardware and Metal Association on the board.

FOREIGN TRADE OF ST. JOHN.

The following trade returns for the port of St. John, N.B., are of interest: Total imports for the past year were $3,440,338; for the previous year, $3,513,157. Exports for 1897, $6,256,659, which show quite an increase over 1896, when they were $5,008,948. Beside this $271,663 worth of American goods were transhipped at this port for Great Britain during the year. During the past three months goods to the value of $324,108 have been shipped to the United States, chiefly lumber, of which $180,000 was American lumber sawn here. Fish and hides were the next largest item to lumber. Of farm products the value was only $15,404.

A JUST OBJECTION.

The retail merchant has good cause for objecting to the payment of $2 for every inspection of his weigh scales by the inspector of weights and measures.

The inspection is necessary in the public interest, and the public ought to pay for the same in full. No good reason can be given why a merchant whose scales are correct ought to be assessed that the public may be assured of that fact. He does his full duty when he sees to it that his scales give honest weight.—Ottawa Citizen.

TWO OF THE KLONDYKE ROUTES.

THE CANADIAN PACIFIC RAILWAY'S LAND AND WATER LINE—
A ROAD NORTH FROM KAMLOOPS.

THE route favored by the Canadian Pacific Railway takes the traveler over their own line right out to Vancouver and Victoria on the Pacific coast, and then by their own steamers up to the Alaska coast. The route is via the Stickeen River and Teslin Lake. There is a line of steamships between Victoria and Wrangel, mouth of the Stickeen River, where connection is made with steamers which transport passengers and freight to Telegraph Creek. The journey from Victoria to Telegraph Creek can be made comfortably in six days. There is good land travel between Telegraph Creek and Teslin Lake, 120 miles. The country is open and undulating, and excellent grass abounds for pack animals the entire distance. The Dominion and British Columbia Governments are surveying with a view to locating a line of railway which it is expected will be under construction this year. A steamer is being built on Teslin Lake and will be ready for the opening of lake navigation next May to carry passengers and freight to the Klondyke. The Stickeen-Teslin Lake route via the Hootalinqua River, on which rich diggings have been struck, avoids the dangers and hardships which are experienced on the mountain passes and the White Horse and other rapids, on the routes via Lynn Canal.

The railway authorities also contend that the Stickeen-Teslin Lake route has another very great advantage, as the prospector upon leaving the steamer at Telegraph Creek finds himself in the heart of a gold country practically unexplored. Many miners intend to prospect in the gold districts of Cassiar and Omenica in preference to the Klondyke because they are in British Columbia where there are no royalties collected or reservations made. From Omenica two miners recently arrived with $48,000 in gold dust. One official of the line has said: "We consider that the most feasible route into the famous gold region is via the Stickeen River. We have a number of large steamships being specially fitted up in the Old Country for this traffic, each steamer being about 3,000 tons burden. These vessels will be the finest on the Pacific Coast, and every comfort of the traveler will be well looked after. The steamers will run to Wrangel, at the mouth of the Stickeen River, from there a line of river boats will run to Glenora, 10 miles from Telegraph Creek, up to which point the stream is navigable. It is the intention to run a narrow gauge railway from Glenora to Teslin Lake, but as it takes several months to build a railway 130 miles in length, this part of the route will not be ready till later on in the summer. But we understand the Dominion and British Columbia Governments in the meantime are constructing a trail or wagon road to Teslin Lake, which will facilitate travel. On Teslin Lake two or three boats will be placed on the service; but travelers to Dawson City can build their own bateaux and float easily down the Hotalinqua River to the centre of the Yukon gold discoveries."

THE HUDSON'S BAY COMPANY.

This ancient corporation has also a direct interest in the movement to the great Canadian gold fields, since its business is done along projected lines of travel. One of the officials said: "If a party went by Calgary and Edmonton, or by Vancouver and Fort Wrangel, Skagway or Chilkoot, the Hudson's Bay Company's long experience in the supplying and packing of inland outfits made it an easy matter to the company to deal with the question.

"The expected rush to Dawson in the spring, via the Fort Wrangel, Stickeen and Teslin Lake route, would probably lead to the establishment of new Hudson's Bay posts at Glenora and Lake Teslin; already the company had a steamer plying on the Stickeen River, which had been utilized in carrying up supplies to the posts in this part of the country, and more steamers of the most approved and suitable kind will be built by the company to meet the demands of the service. It was altogether likely that the company will extend their posts into the heart of the new mining region.

"This done, in connection with the establishment of the Glenora and Lake Teslin posts, would give the company a 'belt line' of establishments around the new gold region."

A ROUTE NORTH FROM KAMLOOPS.

Kamloops, the flourishing town on the Canadian Pacific Railway, is promoting a land route north to the Cassiar region. Part of this is easily convertible into a wagon road, that is from Little Fort to Bridge Creek on the Cariboo road. An engineer who has surveyed this portion of the route says in an official report: "Commencing at Little Fort on the west side of the North Thompson River, distant 55 miles north of Kamloops, the route of the proposed wagon road will run in a northerly direction along the bench 2½ miles to the crossing of Nikalliston Creek, where a 25-foot culvert will be required. At this point the ascent commences and winds up the mountain side on uniform grades of one in ten and one in twelve feet until the summit is reached in 4½ miles. This is the only grade of any consequence on the entire route. The soil on this slope is of a mixed sandy, gravelly clay loam, with some scattered fir, spruce and birch. From the summit the route follows in a northwesterly direction over a high plateau, burnt over some years ago, but now in some places covered with a young growth of pine, and for a distance of eleven miles is broken and undulating with considerable loose rock, and on account of the rough character of the country a considerable amount of grading will be required. At the 18 mile point the route strikes on to an extensive and more or less open country covered with a luxuriant growth of different varieties of wild grasses and pea vine, the former attaining the height of six feet, and borders along a stretch of lakes, creeks and meadows to the forty-two mile point, where the bunch grass slopes and benches are entered upon, and continue for a distance of fifteen miles to Bridge Creek, or where the trail joins the present Cariboo wagon road. On this long stretch of grass-covered country the clearing will be light, consisting of small bull vines and cottonwood. The roadbed will be on a solid foundation, and no grade at any point need exceed one foot to the rod. A Mr. McKinley owns a ranch near Horse Lake, distant seven miles from Bridge Creek, to which he has built a wagon road, which could be utilised or the through route. One culvert requires to be built on this portion over Horse Creek and the approaches graded down. Some 25,000 acres of grazing land (besides the natural hay meadows) are in sight along the route, and a vast extent of similar country I am told exists to the east of the route in the neighborhood of Cassiar Lake.

"About $4,000 will be required to construct the wagon road from the Indian reservation to the crossing at Little Fort. I consider the route quite feasible and practicable, opening up a good stock, hay and grain country, as well as affording a direct connection to the overland route to the far north. I estimate the proposed wagon road to cost $23,200, extending from Little Fort to Bridge Creek in 57 miles, chopped out to a width of half a chain and graded 10 feet wide on the benches and 12 feet wide on the steep slopes. Twelve days were occupied in the round trip from Kamloops to Bridge Creek."

ONE GREAT ADVANTAGE OF ANY CANADIAN ROUTE.

What tells strongly in favor of people going by way of Canada is that all supplies for the Klondyke and British Columbia gold fields are dutiable if purchased out of Canada, or in the United States. All supplies for the miner, prospector and trader can be purchased in Canada at lower prices than elsewhere, besides which the duty, 35 per cent., on most goods is saved.

FREE FROM BLOW HOLES.

IN the use of steel one of the principal sources of loss and danger has been the little blow holes, or particles of air or gas, which have become imbedded into the steel while it is being cast. The steel may have been put to as thorough a test as possible, yet there may have been deep in the casting some weakness which, breaking at a critical time, has caused much loss. The breaking of the shaft of the Umbria, while in mid-ocean, January, 1893, is a good illustration of the point. An English inventor has patented machinery which, he claims, will produce a casting entirely free from blow holes or flaws of any kind.

It is well known that small castings have been made perfectly by having them cast in a vacuum. Many manufacturers have experimented to find some means of having large castings made in this way. The principal difficulty experienced has been the length of time which it has taken to create the vacuum, which should be made while the metal is in a molten condition.

By the Ellis-May process a practically perfect vacuum can be obtained in a few seconds; though, in actual operations, the time occupied would be regulated according to the condition of the mould and attendant circumstances. A "reserve of vacuum" is, so to speak, "stored" in a series of chambers from which the air has been previously exhausted. These chambers are kept ready for use. When a casting is about to be run, the valve connecting the working chamber, already mentioned, with the store chambers will be opened, and the withdrawal of air from the working chamber can be regulated according to circumstances of the special work in hand. That the series of "store chambers" can be used in succession will be readily understood. When under that condition the molten metal enters the working chamber, and passes along the runner in the vacuum, every particle of air will be irresistibly withdrawn from it; and thus, as before stated, the mould itself being free from air, there is bound to be an entire absence of blow-holes or air bubbles caused by atmospheric air.

As the moulds are thus free from air and are quite dry there is no possibility of gas becoming imbedded in the steel.

There is yet another source of possible mischief on which stress has often been laid, that which is due to the contraction of the metal during unequal cooling. Here comes in the second stage of the Ellis-May process—that of compression of the fluid metal under the condition of vacuum. By this means any chance of fissures caused by shrinkage is obviated in subjecting the molten metal to a pressure by hydraulic force. This metal being thus compressed—all extraneous elements having been eliminated under vacuum—every particle retains its proper molecular form; and, as cooling takes place, the whole agglomerates in its natural order; therefore, the metal is left perfectly homogeneous as it solidifies, and sound throughout all its parts. Thus, once turned out in its perfect state, so it must remain.

A syndicate has been formed under the name of the Ellis-May Vacuum Steel Syndicate, Limited, who will grant licenses to steel manufacturers, etc., for a royalty and to acquire subsidiary companies to work the patents in various countries.

The Paint Makes the House . .

far more than the coat makes the man. It not only improves the appearance of the building, but if it's the right kind it preserves it—makes it last longer.

THE SHERWIN-WILLIAMS PAINTS

will make an old house look like new, and a new one look better than any other paint. It will also add to the life of any building.

Good paint is always economical. It costs no more to apply than poor paint, and won't require to be renewed so often. **THE SHERWIN-WILLIAMS PAINT** is the most economical, because it's the best. It's made from pure material, with the best machinery, by the most skillful workmen.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

CHICAGO BARB WIRE TRADE IN 1897.

The leading features of the barb wire trade in 1897 corresponded with those of the wire nail trade in Chicago, says Iron Age. It had been somewhat different in 1896, when the very high price of nails is alleged to have caused barb wire to be used as a bait to catch nail business. Thus, barb wire in that year was unnaturally depressed. In 1897 the market was free from artificial influences of all kinds, and prices were regulated by the cost of production and the demand. It is probable that the spring trade was smaller than usual. It was certainly much later in starting, and at no time were the factories taxed to their productive capacity. A remarkable demand for so late in the season sprung up in June, but it was caused by the prospect of the rod production being controlled by one selling agency. When that scheme faded the demand fell off, and the summer trade was very light. The fall demand was also below expectations, but the recent revival of the project to consolidate the rod mills again stimulated buying, and the year closed with manufacturers occupying a strong position, refusing to make contracts for future delivery. The course of prices of galvanized barb wire, in carload lots, Chicago delivery or equal, has been as follows in the past five years, our weekly quotations being averaged:

Months.	1897	1896	1895	1894	1893
January	$1 90	$2 02½	$1 90	$2 25	$2 65
February	1 85	1 97½	1 90	2 25	2 60
March	1 90	1 95	1 95	2 30	2 60
April	1 80	2 05	1 90	2 20	2 60
May	1 80	2 15	1 95	2 15	2 60
June	1 75	2 00	2 10	2 20	2 55
July	1 75	2 00	2 15	2 25	2 52½
August	1 65	1 90	2 55	2 25	2 50
September	1 80	1 85	2 85	2 20	2 45
October	1 80	1 85	2 85	2 15	2 40
November	1 80	1 85	2 85	2 00	2 40
December	1 80	1 95	2 00	1 95	2 35
Average for year	$1 80	$1 96	$2 25	$2 18	$2 55

The American Axe & Tool Company

MANUFACTURERS OF

Axes, Adzes, Hatchets, Mattocks, Picks, etc.

T. C. COLLINS
No. 10 St. John St., Montreal
Agent for Canada.

253 Broadway
NEW YORK

Catalogues and Price List on application.

A SCARCITY OF COPPER?

COPPER production in the United States is showing increases year by year, and consumption easily keeps pace with the production. In 1897 the high-water mark of production was reached Competent authorities incline to the opinion that with the large and increasing demand which exists, particularly in the electrical industries, great difficulty will be found in executing contracts for the supply of copper as the present year advances. In fact, there appears to be some apprehension that before the close of 1898 the demand for copper will exceed the production. A representative of The New York Times talked yesterday with Mr. John Stanton, who is recognized by the copper mining and manufacturing interests of the country as a high authority on the copper industry. Mr. Stanton looks with cheerfulness on the outlook for that industry, and says the business was never in as satisfactory a condition as at present. Mr. Stanton said:

"Phenomenal development has been made in the copper industry of the United States since its beginning in 1845. In that year the recorded product was 100 gross tons. In 1896 it had grown to 203,894 tons, of which 125,895 tons were exported. This represents a value of over $31,000,000. We have became the largest producer of copper in the world; in fact, we produce over 60 per cent. of the entire copper output of the world.

"Our principal customers are found on the Continent of Europe. Considerable quantities have in the past gone to Great Britain, but that country took very little last year on account of the great engineers' strike. On the Continent the demand is growing rapidly, and it seems they cannot get along without the supplies which are furnished by America.

"Last year's production was the largest ever made. I estimate that it will reach 214,000 tons in the United States. Stocks have, if anything, decreased. This is an indication that the copper interests of the country are in a healthy condition. It has been a year of prosperity to the copper miners, although prices have not been high, having been governed by foreign demand and the prevailing rates in London and other European centres. All the American mines have worked uninterruptedly. There has been no closing down, no idle time. Employes have worked every day in the year, and obtained good wages, and on the whole the mines have paid very satisfactory dividends, and for the present year there is great promise of increased business.

"The development of the electrical industry is proceeding so actively that copper producers are wondering whether there will be copper enough to supply the trade up to the end of the year. The outlook for copper mining was never so bright as it is now. Being obliged to export so large a portion of our product, it is only natural that our prices should be governed by the European demand, and while comparatively they are low, all the mines are in paying condition, with some of the richer ones making very large profits.

"There are no copper combinations or trusts in existence. The mines act independently, selling their product for the best prices that can be obtained either from the American or the European consumer. And we ask no protection from the Government in carrying on the industry. The Dingley Bill placed a duty of 1 cent on copper, but a protest was entered at the last session of Congress against any duty whatever being placed on copper, and we succeeded in having it removed. We felt there was no need of it, and such an exaction was placing us in a false position before the public.

"The proportion of home consumption to the entire production will be probably found, when the complete statistics are ready, to be about the same in 1897 as in 1896. Our largest copper-producing state is Montana, with the Lake Superior district and Arizona coming after. In these three sections 95 per cent. of the entire copper is produced. Copper is a more extensive American industry than silver. The Government last year gave the coinage value of silver as $76,000,000; the real value would not exceed $30,000,000. The copper production was placed at the amount of $46,698,267 for the same period.

"I am inclined to the opinion that there is going to be a scarcity of copper before the year 1898 passes away."—N. Y. Times.

TO WIND UP AN IRON COMPANY.

Mr. Justice De Lorimier has granted a winding-up order for the Taylor Iron and Steel Co., at the instance of John Mitford Taylor, and John Taylor is appointed provisional liquidator. The statement of affairs shows the assets to be $7,035, made up as follows: Merchandise, $4,500; cash, $3,334; open accounts, $3,953, of which $1,450 are bad or doubtful. The liabilities aggregate $9,974, leaving an apparent deficiency of $2,938. The letters patent were granted in July, 1896, to Geo. A. McLean, of Pittsburg; Robert Cowans, Wm. Currie and Theo. Chas. Haynes, of Montreal.

A SUCCESSFUL FILE COMPANY.

The Globe File Mfg. Co., of Port Hope, have recently added to their extensive plant what is known as the steel rope drive system for operating their machinery, in place of the old cogwheel system. The Dodge Split Pulley Co., of Toronto, contracted for and carried out the work in a very satisfactory manner. These improvements will enable the company to operate their different departments to much better advantage than heretofore. The fact is, they were driven to their utmost capacity last year to supply the demand for their goods, and, anticipating a much larger business during 1898, they have now increased facilities for supplying the trade which comes to them daily, from the Atlantic to the Pacific. "Globe" brand files are now a standard article in every prominent hardware store throughout the Dominion.

H. S. HOWLAND, SONS & CO.

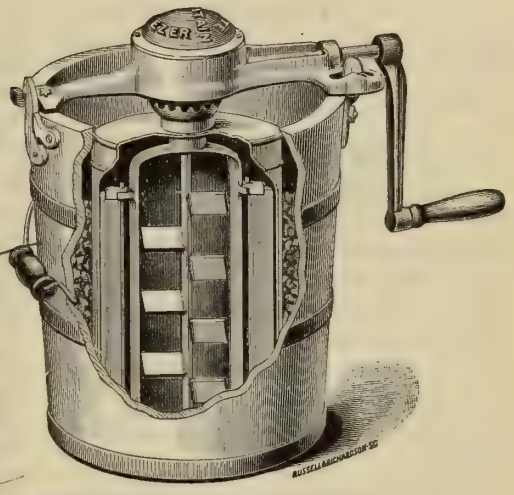
WHOLESALE HARDWARE.

37 FRONT ST. W. TORONTO.

ARCTIC.
Sizes 1, 2, 3, 4, 6, 8, 10 Quarts.

ICE CREAM FREEZERS

POWER FREEZERS
TUBS, CANS
AND REPAIRS.



WHITE MOUNTAIN.
Triple Action, Best in the World.
Sizes 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 Quarts.

1898

With Fly Wheel.
Sizes 15, 20 and 25 Quarts.

THESE FREEZERS AND CHURNS

are the best
in the world.

DAISY CHURNS.
Sizes 0, 1, 2, 3, 4, 5.

WRITE US FOR PRICES BEFORE YOU PLACE YOUR ORDER FOR SPRING GOODS, INCLUDING THE ABOVE.

OUR PRICES ARE RIGHT.

SEND FOR OUR QUOTATIONS.

...GRAHAM Wire and Cut Nails are the Best...

H. S. HOWLAND, SONS & CO., TORONTO.

THE DUTY ON BINDER TWINE.

A LARGE and influential deputation interviewed a number of members of the Government at Ottawa Friday morning of last week on behalf of the manufacturers and others interested in the cordage and binder twine industries of the Dominion.

The conference was held in the office of the Hon. W. S. Fielding, Minister of Finance, the Ministers present being Sir Wilfrid Laurier, Hon. Messrs. Fielding, Blair, Tarte, Fisher, Sifton, Paterson, Mulock and Geoffrion. Among those present on behalf of the cordage interest were Senator Cox, of Toronto, president of the Canadian Bank of Commerce; Elisha M. Fulton, president, and Messrs. James Crathern, James Wilson and R. D. McGibbon, Q.C., directors, of the Consumers' Cordage Co., Limited; Messrs. Farquhar Robertson, W. A. Doig, Dr. G. W. Lovejoy, J. N. Greenshields, Q.C.; W. F. Robinson, of Montreal; John Connor, St. John, N.B.; and W. W. Main, of Hamilton.

Mr. R. D. McGibbon, Q.C., director of and counsel for the Consumers' Cordage Co., reviewed the history of the cordage and binder twine industries of the Dominion, showing the large amount of money invested and the large number of employes engaged in the industry throughout Canada. He pointed out the great disadvantage at which the Canadian manufacturers were placed by reason of the fact that while binder twine was now on the free list in Canada, a duty prevailed in the United States, under the Dingley tariff, equivalent to forty-five per cent. on twine exported from Canada, and, further, the American harvest being some weeks earlier than the harvest in Canada, it was in the interests of the American manufacturers, after supplying the entire American trade, to ship their surplus product into Canada, and sell it at even less than cost, rather than carry it over another year and pay interest, storage and insurance charges.

Mr. McGibbon also strongly urged the great damage which would result to the credit of Canadian enterprises generally, which were regarded so favorably at the present time by the British investing public, in the event of such a large industry as the twine and cordage business being forced to cease operations by reason of unfavorable tariff legislation and by the obliteration of a large amount of Canadian capital which would naturally follow such an event. Mr. McGibbon handed the Honorable the Minister of Finance a list of over a hundred and fifty names of Canadians of all classes who had invested money in the cordage business and whose capital—a large portion of which consisted in the savings of workingmen—would be blotted out unless relief was granted.

For the Consumers' Cordage Co. he would say that a duty was not desired which would enable it to earn exorbitant profits. All that was wanted was sufficient to enable the company to reopen its mills, which were at present closed, and to compete with the American manufacturers on equal conditions. He also referred to the fact that when the original clamor for cheaper twine was raised in 1891 and 1892 the Canadian farmers were paying as high as 12 and 15c. per pound for twine, whereas now they paid 5 or 6c., and could buy twine cheaper than any other farming community in the world. There was no monopoly in the business, the prison plants at Toronto and Kingston and the independent company at Brantford preventing anything of the nature.

Mr. McGibbon pointed out that the industry had reached a crisis in its existence, and that unless relief was afforded speedily the company he represented, which was by far the largest twine manufacturer in Canada, must go into liquidation. This would throw over 1,500 employes out of work, on whom some five or six thousand people were depending for their living, besides resulting in great loss to the railways, banks, insurance companies and business community generally.

He asked that in dealing with this matter the Minister should consider the interests of the country generally, rather than of any one class or party, and expressed his confidence that the Government would do justice in the premises.

Mr. J, N. Greenshields. Q.C., representing collateral interests to those of the cordage companies, followed in a similar strain, urging that Canadians being at a great disadvantage in the matter of procuring raw material owing to the higher freight rates prevailing in Canada and to other reasons, and with a discriminating duty of 45 per cent. against Canadian twine entering the United States, whilst Canada admitted American twine free, the Canadian mills must of necessity close down. In this event, in addition to the obliteration of Canadian capital and the other losses already referred to by the previous speakers, the Canadian farmer would be at the mercy of the American manufacturer, and would have to pay more for his twine than he would under a protective duty sufficient to enable the Canadian mills to continue operations and compete on equal terms with the Americans, as the American prices would then be regulated strictly with reference to the absence of Canadian competition.

Mr. Greenshields urged that under the peculiar and special conditions governing the binder twine industry, the entire year's business depending on a short season of a few weeks, the request for protection was reasonable, and strongly urged that a speedy decision be reached, and adequate protection granted, as the interests of both the manufacturers and the thousands of people depending for their living on a continuation of the business had reached a critical stage, and immediate relief was required to prevent the wiping out of a large and long established Canadian industry.

Messrs. Fulton and Crathern, of the Consumers' Cordage Company, John Connor, of St. John, and W. W. Main, of Hamilton, also spoke, urging the necessity of immediate relief.

Senator Cox addressed the Ministers in the interests of the Canadian Bank of Commerce, which, he said, would be compelled immediately to withdraw the necessary credit and financial assistance to enable the Canadian mills to continue operations unless protection was afforded, and added, as an individual shareholder, that he would gladly dispose of his stock, which had cost him par, at fifteen cents on the dollar.

Mr. W. A. Doig, of Montreal, said he had invested the savings of the first years of his business life in the Consumers' Company's stock, and felt very loth to part with his hard-earned savings. He recognized the difficulty of the Government's position in being asked to make the change, but thought that if they saw their error in having removed the duty on twine, as he believed they would on full consideration of the facts, they would act with moral strength and disregard any unreasonable cry, rather than blot out capital invested in a legitimate enterprise. He left the case confidently in the hands of the Ministers, feeling that it had been fully explained, and that the company was equitably entitled to relief, and that a strong Government should not be deterred from doing justice by criticism or banter.

Questions bearing on the conditions under which the manufacture and sale of binder twine was conducted were asked by the Hon. Messrs. Fielding, Mulock, Fisher and the Premier, after which the deputation withdrew.

FLUCTUATIONS OF PIG IRON.

According to the metal report of S. W. Royse & Co., Manchester, England, during the last twelve months the prices of pig iron have fluctuated to the extent of about 5s. per ton, present prices, as compared with those current a year ago, being about 3s. per ton lower for Scotch and about 3d. per ton lower for Cleveland.

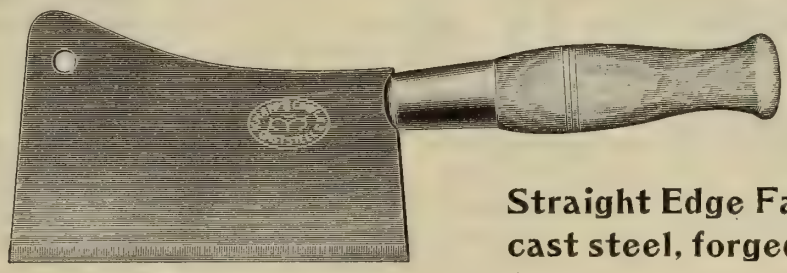
The Knapp & Cowles Mfg. Co., Bridgeport, Conn. U. S. A.

SEND FOR

Catalogue..

of our Fall line of

HARDWARE SPECIALTIES



NO. 2 CLEAVER.

Straight Edge Family Cleaver. Best cast steel, forged ; with heavy steel ferrules. Perfectly balanced.

TRADE CHAT.

BROWNELL & KENNEDY, bicycle manufacturers and machinists, St. Thomas, have dissolved partnership. Mr. Brownell will continue the business and Mr. Kennedy will leave in March with a party for the Klondyke.

A Winnipeg leather firm has received an order from New Zealand for fine harness, etc., aggregating $2,500.

The stock of Thibaudeau & Co., insolvent hardware dealers, etc., Montreal, valued at $2,878.84, has been sold to D. Marcoux for 51c. on the dollar.

I dreamt I dwelt in a marble hall,
With vassals at my beck and call—
Just then I heard my darling shout :
"Come, John, the furnace fire's out !
Get up and start it"—well, that's all.

The New York Herald says that Edison has accidentally discovered what he believes to be a new metal, which will do away with the slow and costly process of making malleable iron. Exhaustive experiments will be made.

Mr. Edson Fitch is having one of his mills at Etchemin for the manufacture of match wood pulled down and rebuilt according to the plans of Mr. H. Staveley in a more modern style. The new structure will be in wood and stone, 134 x 43 feet, with a height varying from 30 to 60 feet, and a two-storey annex of 63 x 33 feet. The cost is estimated at $12,400, and the contract for masonry has been awarded to Joseph Couture, and for wood work to Olivier Michaud. The works will be commenced as soon as possible.

The Norton Manufacturing Co., a company incorporated under the laws of the state of Illinois, is authorized by the Ontario Government to manufacture and sell sheet-metal goods and other articles within the province of Ontario.

The Bertram Engine Works Co. have closed a contract to construct immediately several flat-bottomed boats for the Yukon River. These crafts are to have each a paddle-wheel at the stern and will draw only thirteen inches of water.

The employes of the hardware firm of Geo. E. Smith & Co., Halifax, presented the junior partner, Richard Neal, on Friday with a handsome set of pipes in case. The recipient afterwards entertained the employes by giving them an oyster supper.

The jute industry in Forfarshire has for some time been getting excessively dull owing to the uncertain condition of the trade. During the past few weeks a good many looms have been thrown idle, both in Dundee and Forfar. It is said that there are now between 2,000 and 3,000 looms silent. The total jute loom-power of Dundee and district is between 17,000 and 18,000. These are principally 40-inch looms, the product of which were usually taken up by North and South America.

A special meeting of the shareholders and bondholders of the New Glasgow Electric Co., Limited, will be held in New Glasgow on Wednesday next week to authorize the directors of the company to borrow $35,000 with which to pay off all indebtedness of the company and to issue bonds for the above amount.

Hon. T. H. Phair, of Presque Isle, has just closed a contract with the Boston & Maine Railroad for 300,000 railroad ties. This means an expenditure of about $70,000 in this industry along the B. & M. Railroad, and will be of very material benefit to almost every section of Aroostook county.

SEND FOR ONE.

The North American Life Co., Toronto, are very generously handing out to their friends a neat leather memorandum book containing calendar and other useful information. They will send you one on receipt of your request mentioning this paper.

John Bowman Hardware & Coal Co.

LONDON, ONT.

Linseed Oil, Glass, White Lead, Mixed Paint, Spades and Shovels, Screen Wire, Screen Doors, Fence Wire, Harvest Tools, **Shelf Goods and Cutlery.**

YOUR SPRING ORDERS SOLICITED. CLOSE PRICES.

NEW STOCK ALL BOUGHT FOR CASH. PROMPT SHIPMENT.

MACHINERY AND MECHANICAL DEPARTMENT.

POSSIBILITIES OF HIGH SPEED ELECTRIC TRACTION.

IN view of the many impossible schemes for air-line electric roads with speeds of from 100 to 200 miles an hour which from time to time find their way into the press, it is a relief to find the subject taken up and discussed in a scientific way by professional men who have no other object in view than to place an actual possible limit on high-speed electric traveling before the readers.

In a recent series of articles in The Engineering Magazine the authors discuss the engineering and financial features of an electric road between New York and Philadelphia which would carry passengers between the two cities, which is a distance of 90 miles, in 36 minutes, or at the rate of 150 miles an hour. It is the opinion of the author that the scheme would present no civil or electrical engineering, difficulties which could not be overcome. The cost, however, as figured ont would be $190,000,000. The estimate is made on the basis of a road on the third rail system, with trains running at three-minute intervals, or 7½ miles apart. Three phase 10,000 volt current would be used for transmission lines and 1,000 volts direct current on feeders. Each station would have an economical capacity of 30,000 horse-power and each sub-station a capacity of 20,000 horse-power.

The travel estimated on the basis of several existing elevated and suburban roads is put down at 187,040 passengers both ways per day. This is more than four times the traffic of all the existing roads between these cities. It is considered, however, that the reduced time and low fare, assumed at twenty cents, would greatly increase the travel.

It is evident that in the opinion of the authors, C. H. Davis and F. S. Williamson, the difficulties would be more of a financial than electrical nature and their study of the question of high speed travel only helps to show once more that the limits of engineering performances are set by financial rather than technical considerations.

NEW YEAR REVERIES.

By L. M.

WITH many mercantile establishments there has come the close of the business year. With anxiety, perhaps, and a little foreboding has the merchant feared to simmer down the results of the past, as he dreads the possibility that the balance may not be as favorable as he would desire. But after the task is completed, he is, perhaps, fairly satisfied.

To be sure, it might be better, but he has met the adverse winds and tides with a bold effort, and success, in a measure, has rewarded him.

PROVISION.

As the mariner can detect the approach of a squall and begins to shorten sail, so the business man, if he be as wise, will apprehend financial head winds and make due provision for them.

To be prepared for calamity means success. When trade shows unusual dullness then the wise merchant begins to find means to avert the possibility of having large bills to pay and little to pay them with. Accordingly, the amount of the stock should be looked into. He will order cautiously when times are poor, and thus will not lock up too large a proportion of his capital.

DIFFERENTIATION.

When trade is brisk and the demand for goods keeps up, then he may be pardoned if he orders often and largely, but in dull times he will let the stock run very low. When times revive it will be time enough to increase the orders.

SCRUTINIZING EXPENSES.

Then the expenses in dull times will bear a careful scrutiny.

Perhaps he may find that his help is larger than the business requires. In justice to himself he should not retain clerks merely because he dislikes to discharge them. Of course, every man is his own best adviser on this point, and we would not commend the practice of discharging help in the dull season and then hiring them, or others, over again when times revive, but in some business houses less help could do the work. It does clerks no harm to work, and they are all the better of it; it is paiaful to see how some men are worried how to keep their help profitably employed.

Better have fewer clerks, and if they do have to work a little extra sometimes pay them extra for it, and then there will be less loafing in dull seasons.

ERRORS.

Then there have been mistakes made during the year just closed.

Perhaps his sympathies have usurped his better judgment and he has trusted more than expediency would dictate, and loss has been the result.

BUYING ON SYMPATHY.

The ability of some impecunious persons to tell a most deplorable story and excite one's sympathy is often exercised upon the unsuspecting tradesman. He is persuaded by the wily arts of these people who endeavor to buy goods on credit and then never pay for them.

When he politely asks them for the payment "of that little bill," my! but they are offended. What right has he to offend decent and respectable people by dunning them for filthy lucre? And the vials of their righteous indignation and insulted manhood are heaped upon his head. He is pointed out as the meanest man in town and little better than a criminal.

And while he would like to do or say something, yet his better nature prevails, and he accepts the situation, and realizes that it is an uncollectable debt, but resolves that next time he will more carefully guard this matter of credit-giving.

TREATMENT OF CUSTOMERS.

Then the treatment of customers may admit of a little profitable meditation. Can he call up any case where there has been some little disagreement which has not been righted yet, and perhaps he has suffered loss on account of it?

Perhaps in the hurry and rush of business it may have escaped his notice, and now he recognizes a customer gone.

He resolves during the coming year to carefully guard against these little unpleasant incidents, but if they do occur they must be settled at once.

He may have to give way in his opinion, for some customers are most unreasonable in their demands. But the proper way to look at it is, whether, in view of the future trade he may get, to yield to their whims, although he knows that he is right and they are wrong.

DIPLOMACY.

The successful business man should be something of a diplomatist, as it requires no little skill to manage some of the intricacies which arise in our dealings with others. He should know something of human nature and study the people whom he meets.

ADVERTISING METHODS.

Then the matter of advertising. Can he devise any better system whereby he will reap greater gains from the money used for this purpose?

Perhaps some of the money spent last year in advertising was wasted.

Judicious advertising is an excellent investment; but it demands all the foresight the trader can command to place his ads. and word them properly.

PLANS.

He must use his brains more and inaugurate plans which can be carried out by his employes; but he needs to keep a sharp eye upon every detail and see that things are done properly.

THE TRADE PAPER.

He must plan and think more; and to aid

DEALERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth? Do you know that the sale of

Enameline

The Modern STOVE POLISH

In Europe is more than the entire output of any other brand of Stove Polish in America? Such is A FACT? Why? Because Consumers and the Trade demand ENAMELINE.

him by supplying suggestions he should be a careful reader of his trade paper.

From this source he can probably get more for the money paid for the subscription than from any other source. The trade paper by its regular visits brings him the freshest ideas regarding matters of vital interest to every tradesman. Besides the suggestions gained from it, it tends to lift one out of the grooves into which we are all so liable to fall, and gives a man inspiration and a fresh zeal for the ordinary humdrum duties.—Iron Age.

CATALOGUES, BOOKLETS, ETC.

If the goods sold by John Lucas & Co., New York, etc., are gotten up with the same idea of practicability in their make-up as is manifested in the calendar they have issued to their trade this year, this firm must indeed be a satisfactory one to deal with. The background is about three feet long and is printed to look like grained and varnished wood. A striking bullseye, to display a few of their paint colors, is immediately above the calendar pad. Underneath the pad is a series of practical pointers, such as how to help in case of accidents, antidotes for poisons, domestic weights and measures, hints on painting, painting difficulties and remedies. It will be seen at once that this calendar is a very desirable one to possess. A copy of the calendar may be had upon application to the firm.

A HANDY AS WELL AS PRETTY CALENDAR.

A. B. Jardine & Co., Hespeler, Ont, have issued a calendar which, though not large, is one of the neatest and most suitable which has reached the office of HARDWARE AND METAL. The principal feature of it is a half-tone photogravure of a blacksmith at work turning a horseshoe. The figure is true to life, and the appearance of the shop, the character expressed on the 'smith's face bears out most fully the quotation from Burns that "A Man's a Man for a' That," which is the motto of the picture. The firm's price list is placed beneath the calendar pad, being thus quite handy to the merchant, yet not seen by others. Every retailer should have one, if only for the price list.

THE MAGNOLIA METAL CO.

The Magnolia Metal Co. last year sent to the trade a tasty celluloid calendar stand with cards to fit the opening in the cover. This year the many calls for 1898 cards to fit this cover have caused this firm to issue these cards, which will be sent to the trade in a few days. Don't destroy the cover received from them last year.

TOO LONG HOURS DECREASE EFFICIENCY.

In a published account of the trip abroad of Mr. J. H. Patterson, president of the National Cash Register Co., we find the following significant passage:

When Mr. Patterson landed in Great Britain his first effort was to learn what was needed to improve the condition of our business there. He found that what was holding us back there is holding us back in the factory, and has been holding back every other department and line of commerce. This was the fact that each man was doing work which could be delegated to the next man below him. He found that Mr. Hall and his men worked till 7 or 7.30 o'clock. "Well," said he to Mr. Hall, "that is too long. Probably you never read what Macaulay said when some one spoke of the Germans' ability to win. His answer was: 'No, they work too long. Never be afraid of a man that works twelve hours a day. The man that works but ten hours will get ahead of him.' Follow that out. Take these two hours and sit down to think what is the matter with you here. Put on more men. While it will increase the pay roll of the office, at the same time it will increase the output 25 to 50 per cent. It is a matter of $5 against $200." Mr. Patterson's advice was followed with most gratifying results.

Bertram, Wilson & Co.

Lumbering Supplies
Axes
Saws and Files

Chain
Peavies
Pike Poles

IRON, STEEL, HARDWARE AND BICYCLE MERCHANTS

53 Yonge Street TORONTO

UNFAIR BUSINESS METHODS.

IT IS a business man's privilege to increase his trade by every honest and legitimate means in his power, but we must protest against the unfair and dishonest means that are being employed by traders in the United States to rob the business men of this country of the trade that rightly belongs to them. We are, with more than a spirit of fairness, putting American miners on a footing with our own people, giving them the protection of our laws, and, in fact, dividing with them our heritage of gold. This would seem, in all conscience, sufficient to satisfy any reasonable people, but the people of the United States are not reasonable—they want it all. These thoughts are suggested to us by an article that appears in a New York trade paper under the head of "Advice to Miners Fitting Out for Klondyke," and which reads as follows :

As a rule the men who have gone to the Klondyke have fitted out at Victoria. Here is the first mistake.

Victoria is not as handy or as cheap as Seattle. The merchants of Victoria have been spreading the report that it paid to buy there, as the miners would then save the duty that is put on all American goods. This is a transparent untruth. In the first place, nearly all supplies carried by a miner are staples shipped from the United States to the Victoria merchants, who are required to pay the same duties on these goods that the miners would have to pay; hence, Victoria merchants have to sell the goods to the miners with the duty added. And then, goods sold in Victoria have to be put in charge of a United States deputy collector while in the territory of the United States. This costs $5 a day, and the packages cannot be opened until British territory is reached. This creates trouble and hardship, besides being very expensive if the miner is delayed in crossing the pass. Goods bought in Victoria cannot be sold in Alaska. If the miner should desire to sell out in order to return to the United States he will find that the law would not enable him to do so. By purchasing at Seattle, the miners can use their outfits where and when they like, either before or after crossing the British line. A small duty is paid on all luggage in excess of 100 lbs. This costs between $9 and $35 on an outfit.

For deliberate misrepresentation and perversion of facts we think this article takes the palm. To anyone who knows anything about our trade in British Columbia the article needs no comment. That our Government has been too lenient with the American miner and his American outfit is a fact, but that we do levy duties is not a transparent untruth, as our Customs returns will show.

"That nearly all supplies carried by a miner are staples shipped from the United States to Victoria merchants, who are required to pay the same duties on these goods that a miner would pay" is simply a deliberate falsehood without the slightest foundation, except that it is founded upon malice and greed for what does not belong to them, and envy of our manufacturers, who, from their vast experience of outfitting for a northern trade, are in a much better position than the Americans can be to compete for that trade, and there is no language too strong to condemn the employment of such methods for obtaining trade.

That the American Customs authorities have tried to hamper our trade by most unneighborly behavior we believe is true, and as we have the means of protecting ourselves against this we should soon be able to stop it. If we do not we deserve to suffer. There is one comfort—we know exactly what we have to meet, and "forewarned is forearmed," although it is extremely humiliating to have our opponents show us their hand with such apparent confidence in our childlike simplicity, regarding us, as they must from actual experience, as too weak or too cowardly to strike back.

This article should have the effect of hastening us in getting two or three all-Canadian routes to the gold fields. It is a well-known fact that either the Stickeen River, Ashcroft, B.C., Edmonton land and water routes, or the latest and not the least desirable, the water route via Prince Albert, which we mention in an interview with Mr. McLeod of that place, are all and each better and much more comfortable and desirable ways of getting at our gold than the crossing of any of the Alaska passes or glacier-covered mountains of that inhospitable country, or by taking the long water trip via St. Michael's which is 4,450 miles in uncomfortable, overcrowded steamers where only a limited amount of baggage and supplies can be carried.

We appeal to the boards of trade and business men in this country to hold what we have got and what is ours by right of inheritance.

HE KNEW IT WAS HER.

Mr. and Mrs. J. came to town the other day, says a Louisville paper. The madam is a large, muscular-looking woman, and is evidently the boss of the ranch, while Mr. J. is a cowed, effeminate-looking creature, who seems to be afraid when the madam is around. While Mrs. J. went into Goldnamer's to do some shopping the little man slipped off to Bell's to get a drink. While he was down there he heard the telephone ring and enquired what it was. The mysteries of the instrument were explained, and Mr. Bell offered to call up his wife at Goldnamer's and let him talk to her. This seemed to please him very much, but just as he got the trumpet to his ear the lightning struck the wire and knocked him down. Staggering to his feet he said, "That's her; it sounds just her."

FOR SALE.

THE BEST HARDWARE BUSINESS IN ONtario; no opposition; the best stand in town; stock about five thousand. For further particulars address Box D, HARDWARE AND METAL. (t.f.)

STOCK OF HARDWARE; WELL ASSORTED, almost new; in a thriving town on the Ottawa, between Ottawa and Pembroke; population 4,000; satisfactory reasons given for selling. Address A. B., HARDWARE AND METAL. (3)

HARDWARE STOCK FOR SALE IN THRIVING village in Western Ontario, no better section in Canada; good reason for selling. Box D, HARDWARE AND METAL. (6)

SITUATION WANTED.

SITUATION WANTED AS CLERK IN HARDware store; two years experience: first-class references. J. Campbell Perry, Clifford, Ontario. (6)

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods.

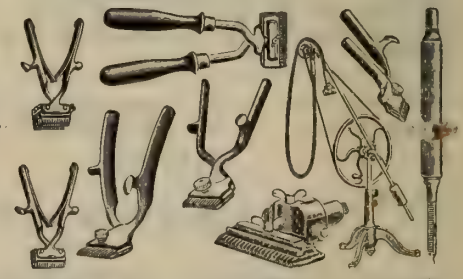
THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

PATENTS
PROMPTLY SECURED

Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate. ***MARION & MARION, EXPERTS,*** Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively. *Mention this paper.*



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Catalogue on application.

AMONG THE RETAILERS.

Watching the Market.

In conversation with a successful retailer this week I was informed that one of the main requisites in these days of close prices and stiff competition is a thorough insight into the trend of the market, and good judgment in buying to meet a rise or fall. The truth of this is easily understood when one considers the frequent movement upwards or downwards of the prices of even staple articles. "When you consider," said my informant, "the low percentage of profit we have to be contented with nowadays, and when you realize the extent of one's expense account, you see at once that additional gross receipts of even 1 per cent. will have a very great effect on the net profit. Then, when you consider that there is often a jump of 5 to 10 per cent. you will see that by laying in a good stock previous to such a rise, you are going to make a little money. But in order to be prepared to lay in a heavy stock of any article at the right time, one must have an accurate knowledge of what is going on. Every means of securing such information should be used to its utmost."

"This will take a good deal of time, will it not?" I asked.

"Certainly, but you ask a few retailers how much time they would be willing to spend if by so doing they would increase their gross receipts two or three per cent., and their net profit more than that by long odds, as this method has increased mine." There is no doubt that this dealer is shrewd and cautious, yet when he sees a low price, and many indications of an advance, he is not slow to prepare for a rise. But a little knowledge is a dangerous thing, and one should know the market well before attempting any very large stroke of such business. Sometimes the markets go down instead of up.

Why not have a Jannary Sale?

There is a custom among dry goods merchants which should commend itself to retail hardwaremen. I notice that this year some of the grocers have followed their example in having a special January sale. After the Christmas season there is undoubtedly a few quiet weeks, and, though the time can be advantageously used in cleaning up and improving the shop, a special sale, if it brought custom, would be surely pushed by good business men. And why should not a special sale in January pay the hardware dealer as well as the dry goods dealer or the grocer? Though hardware staples, as a rule, will not spoil by lying on a shelf for a year, there are often a lot of goods which it would be advisable to get rid of at a reduction in price. A January sale to get such stock off one's hands should be the means of inducing a large number of people to come and examine the stock offered.

THE RAMBLER.

FIVE O'CLOCK TEA KETTLES.

Everyone at almost all times is appreciative of "the cup which cheers but not inebriates"— in other words, the gentle stimulation which a cup of hot tea or coffee gives to one on a cold winter evening, says Hardware and Stoves Reporter. Hardware dealers should take this enjoyment of mild liquids into consideration and keep in stock an attractive line of five o'clock tea kettles, with spirit lamp for heating the water. Their use should be highly recommended at every opportunity. The fact that they are very ornamental is another and most important reason for the partiality felt toward them by large numbers of the so-called weaker sex. In many instances the kettle and stand may consist of different metals, as, for example, a polished copper kettle with wrought iron stand having handle by which the latter may be carried. This style affords some variety from those usually seen which are, for the most part, entirely of one metal. The latter style is more generally in use. Brass or aluminum is equally as attractive as copper, and is frequently preferred to copper. In other cases brass and copper are used in conjunction with one another, the stand of the former and the kettle of the latter.

FEMALE LABOR IN MACHINE SHOPS.

"IT is a generally admitted fact that one of the principal reasons why American manufacturers of machine tools are able to export machinery to this country, and to successfully compete with our makers in neutral markets, is the unrestricted use of labor-saving machines and appliances which the American manufacturer is able to command. Many of these machines are of so automatic a character that an intelligent man is able to attend to several at one time, and the cost of production is thus enormously reduced. Contrasting the condition of affairs with the 'one-man-one-machine' cry of which we hear so much on this side of the Atlantic, it is not difficult to find at least one very substantial reason for the growth of the American export trade in machine tools. But while we have no sympathy with the attempts of the A.S.E. to restrict progress and to seek to impede the natural development of the engineering industry of this country, it must be admitted that our American competitors are showing us that it is very easy to reach the other extreme. An example of this is afforded by the Lozier Manufacturing Co., of Toledo, who have introduced female labor, employing girls to work milling, drilling and other machines used in the manufacture of bicycle parts. It is to be hoped that this exploitation of cheap labor will receive an early check. Obviously the competition of female labor in the lighter occupations is only to be expected, but we think few will be inclined to admit that the manipulation of machine tools is either a suitable or desirable occupation for women."— Mechanical World, Manchester.

The above extract from an English contemporary is evidently founded upon a misapprehension or an incomplete knowledge of the facts, for which one of our American contemporaries is more to blame than is The Mechanical World. The women employed at Lozier's are doing only such light work as women have been accustomed to do in factories for many years; and in many places throughout Great Britain women can be found doing work, both inside and outside of factories, compared with which the work that is done by the women at Lozier's is mere child's play.

It would be interesting to know just what bearing the employement of women here has upon the growth of the export trade in American machine tools. The only machine tool building establishment we know of in the world that employs women in its shops, is not American, but French, and is located in Paris. — American Machinist,

---

IRON SHIPMENTS IN B.C.

The B.C. Iron Works of Vancouver has now on hand contracts for machinery for 12 vessels to be used in the northern trade in the spring.

Work on the three steel steamers to ply on the Stickeen River is to be commenced at Victoria at once. They are for the Maitland Kersey syndicate and will be built under the supervision of F. M. York. Clarence McKay, son of the California millionaire, and Lord Dunraven are shareholders in this company.

AN IMPROVED GEAR.

Mr. J. W. Duncan, of Montreal, is meeting with much encouragement from United States capitalists who have investigated the merits of his new patent gear for bicycles and other machines in which such a gear may be used. It is probable that a company may be organized in Chicago to manufacture the gear and apply it to bicycles, locomotives and other vehicles. Last night Mr. Duncan sent to Chicago a model of a hand-car equipped with the gear. With a stroke one-half as long, and not requiring greater power than the ordinary stroke of a hand-car lever, the gear propels this hand-car at the usual speed.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 14, 1898.

HARDWARE.

THERE has been little improvement in the volume of trade in general hardware since our last owing to the fact that travelers in many instances have not been out sufficient time to be heard from. The general feeling for all lines continues steady, and values in no case show any material change.

BARB WIRE—The movement of this article so far has been small, but a more active trade is looked for in the near future. Values are unchanged.

PLAIN WIRE—Demand still limited and prices about steady.

WIRE NAILS—The market is without any new phase. The base price is $1.90 f.o.b. Montreal.

CUT NAILS—Quiet and steady at $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Continue very quiet and discounts are unchanged at 50 per cent.

HORSESHOES—The season for these has not opened up yet, consequently sales are slow and values steady. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos.0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Trade slow. Discounts are as follows: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—In little request at unchanged prices.

BOLTS—Demand only for small lots to fill actual wants. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS, ETC. — Trade quiet at steady values. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES — Unchanged: 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CORDAGE—This article is firm at the recent advance with prospects of still higher prices soon. We quote as follows: Sisal, 7-16 and upwards, 6½c.; ⅜, 7c.; 5-16 and ¼, 7½c., and 3-16, 8c.; manilla, 7-16, 7½c.; ⅜, 8c.; 5-16 and ¼, 8½c., and 3-16, 9c.; lath yarn, 6c.

CHURNS—Quiet and without change.

CLOTHES WRINGERS—Sales slow and values steady at $29 for Royal and Canadian.

SPADES AND SHOVELS—The demand is limited and discounts are the same

SKATES—In this line a fair trade is reported in a small way.

CUTLERY—There is no change and trade continues quiet.

BUILDING PAPER — Business slow at steady values. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —Demand exceedingly slow. We quote: Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.; 12 inch up, $2.50 per 100 lbs.

SHOT—Quiet: Dropped, 6c.; chilled, 6½c., and buckshot, 7c., less 12½ per cent.

CEMENT—A fair jobbing trade doing for the season at firm values. We quote: English $2.15 to $2.25, and Belgian $1.95 to $2.10.

FIREBRICKS—Demand for small lots fair, at $21 per 1,000 as to brand.

METALS.

In this branch of the trade a very fair volume of business is reported for the season, and the general feeling is steady. The only change to note has been a weaker feeling in pig lead, and prices show a decline of 15 to 25c.

PIG IRON—Steady. We quote: No. 1 Hamilton, $16.50; No. 2, $15.50; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50.

BAR IRON—Quiet and without change at $1.45 as the jobbing basis.

BAND IRON—Prices are unchanged, sellers asking 35c. advance on the bar iron price as the nominal basis.

HOOP IRON—Quiet and unchanged at $2.

SHEET IRON—A moderate trade is reported. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

SHEET STEEL—Steady. We quote as follows: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

GALVANIZED IRON—Movement fair in a small way. Prices steady on the basis of $4 to $4.15 for No. 28 Queen's Head.

TINNED IRON—Unchanged, at 5½c. for

Klondike Supplies

Nestable Stoves and Furniture
Miners' Supplies
Gold Pans, etc., etc.

Special Catalogue on application.

FOR PROMPT SHIPMENT ORDER FROM McCLARY'S

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver

OLIVER

BARBED ANNEALED GALVANIZED **WIRE** NAILS STAPLES FENCING

COMPANY

Pittsburgh, U.S.A.

The only manufacturers in the world who absolutely control the production and reduction of al the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.

Canadian Agents ... **Montreal**

Fire Bricks

Drain Pipes

Contractors' Supplies

F. HYDE & CO.

31 Wellington street, **MONTREAL**

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

6 x 30 No. 24; other sizes the usual extras.

LEAD PIPE—In fair demand at 7c. for lead pipe, and 7½c. for composition waste, with a discount of 27½ per cent.

PIG LEAD—This article has been weaker and prices have declined 15 to 25c., to $3.75.

INGOT TIN—Values unchanged at 16c.

INGOT COPPER — The movement is moderate at 12c.

SHEET COPPER—Demand for small lots fair. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—Unchanged at $2.10 to $2.25.

TIN PLATE—Moving fairly well at steady prices. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway grade, $3.25; do, I. X., $3.90 to $4; P. D. Crown, I.C., 3.80; do. I. X., $4.80.

TERNE PLATES—The demand is limited at $6.

COIL CHAIN—Business very quiet and unchanged. We quote $2.85 for ⅝ up.

SHEET ZINC — Quiet and steady at 5 to 5¼c.

SOLDER—In fair demand at 11 to 11½c.

SPELTER — Rules steady at $4.50 to $4.70.

ANTIMONY—Slow, at 9½c.

IRON PIPE—Demand quiet. We quote; Black pipe, ¼-inch, $2.05; ⅜-inch, $2.05; ½-inch, $2.40; ¾-inch, $2.85; 1-inch, $4; 1¼-inch, $5.15; 1½-inch, $6.65; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

GLASS.

The demand for glass at present is limited, but the tone of the market is firm. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

In paints and colors business is as usual quiet at this season and prices show no change. The tone of the oil market is much stronger, especially for seal and cod, and prices for the former have scored another advance of 2½c. per gallon, and as the bulk of the stock is controlled by one firm still higher figures are looked for. The inside price now for round lots is 42¼c., and in a jobbing way 45 to 47½c. A sale of 100 barrels of Newfoundland cod liver oil is reported at 55c. per gallon.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

GREEN WIRE CLOTH

A good article is made of 33 steel wire, 12 mesh, finished with a good covering of a durable paint.

This is a description of the article made by us and there is none better; see that you get it.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.

FACTORIES
...*MONTREAL*

CUT NAILS

Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

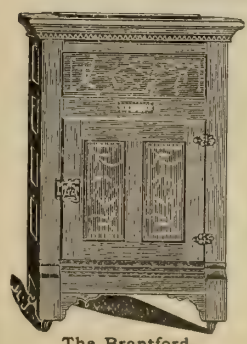
And SIEMENS MARTIN

Open Hearth Steel

Knowles, Ham & Nott Co.

Limited.

BRANTFORD



The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines. Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

PUTTY—We quote: Bulk, $1.50; bladder in bbls., $1.75; tins in cases, $1.90 to $2.00.

LINSEED OIL—Raw, 43c.; boiled, 46c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 50c.; the same terms as linseed oil.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—Stronger at 45 to 47½c.

COD OIL—In demand and firmly held. at 32½ to 37½c.

NAVAL STORES—Quiet and unchanged. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Market quiet and prices unchanged at 7 to 9c., as to grade. Lambskins, 90c. each.

COAL.

Demand fair and prices steady. We quote: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, delivered ex yard; Scotch steam, $3.50 to $3.60 ex ship.

PETROLEUM.

Canadian has scored another decline of ½ to 1c.. car lots now sell at 11 to 11½c., and small quantities at 12c. American prime white, 13½c. car lots; water white, 15c.; astral, 16½c.

ONTARIO MARKETS.

TORONTO, Jan. 14, 1898.

HARDWARE.

TRADE conditions continue favorable. Of course, there is not a great deal of activity. The season precludes that. There is, however, more doing than is usual at this time, the wholesale houses being fairly busy. Quite a number of fair-sized orders for prompt shipment have been received during the week and a large number of forward orders have been booked. Toronto, Hamilton, London and Guelph have again been made delivery points for horseshoes. Barb wire is being booked for future shipment. So is oiled and annealed wire at 35 per cent. discount. The nail trade is quiet. The outlook for spring trade is bright. Payments are fair.

BARB WIRE—Quite a number of orders are being booked for future shipment at $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE—Orders are being booked for oiled and annealed wire of United States manufacture at 35 per cent. discount, subject to immediate acceptance, delivery to be made not later than the latter part of February; freight prepaid.

PLAIN WIRE—The usual amount of business is being done for tinners' purposes. Slight changes have been made by the manufacturers in the list of bright, annealed and coppered. The discount is 35 per cent. off the revised list.

WIRE NAILS—Prompt shipments are small. A number of orders have, however, been booked within the last few weeks. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—There is very little doing as far as the local market is concerned. Enquiries from the Northwest are coming in freely for carload lots, but so far very few orders have been booked. We quote: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade is fair. Discount, 50 per cent.

HORSESHOES—Toronto, Hamilton, London and Guelph have again been made delivery points, and the following prices are now quoted: Montreal, $3.25; Toronto, Hamilton, Guelph, $3.35; London, $3.40.

SCREWS—Quite a large trade has been been done in this line during the week. Discounts are: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount head screws, 87½ and 10 per cent.

BOLTS—Trade is fair, particularly in carriage bolts. Discounts are: Common carriage bolts, 3-16, ¼, and 5-16, 70 per cent.; do., ⅜ upward, 60 and 10 per cent. full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list; hexagon, 5¼c., off the list.

RIVETS AND BURRS—Business is moderate and without feature. We quote: Carriage, section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Trade is virtually at a standstill. We quote: Sisal, 7-16 in. and larger, 6⅝c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅝c.; 3-16 in., 8⅛c. Manilla, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8¾c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—A few orders have been booked for forward delivery. Shipments from stock are small. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days

CLOTHES WRINGERS—No change has taken place either in regard to business or prices. We quote: "New Leader," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—Trade is inclined to be quiet. At the same time, however, a number of order have been booked for March delivery. Discount, 45 and 2½ per cent.

SNOW SHOVELS—Quiet. We quote steel shovels at $2.85 to $2.95 per dozen net.

BUILDING PAPER—Immediate shipments are small; but some nice orders have been booked for forward delivery. We quote: Plain building, 27 to 28c. per roll; tarred lining, 37 to 38c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

LEATHER BELTING—Prices are firm and the demand is fairly good. We quote: Standard, 50 and 10 per cent.; extra, 50 per cent.

HINGES—A few orders are being booked for future delivery. We quote 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

CEMENT—The demand continues quiet, with prices unchanged. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

GREEN WIRE CLOTH—Prices are demoralized on account of American competition, but a number of orders are being booked at $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

METALS.

Trade in metals, with the exception of galvanized iron, black iron, sheet iron and tin plate, has been on the quiet side. A noticeable improvement is expected to take place within the next few weeks.

PIG IRON—Prices of southern iron have been submitted in Toronto this week, but so far no business appears to have resulted therefrom. They were quoted on track as follows: No. 1 foundry, $15.75; No. 2,

You can Make Money Handling our Interior Art Metal Work

The Head Office of I.O.F.

Read the opinion of a gentleman who has used . . . . .

Forty Thousand Dollars Worth

TORONTO, CANADA, Sept. 3rd, 1897.

MESSRS. THE METALLIC ROOFING CO.
Corner King and Dufferin Sts.
Toronto.

GENTLEMEN,—I have great pleasure in certifying that the steel fire-proof doors, and door and window trims as well as the wainscoting put into the Temple Building, Toronto, have proved eminently satisfactory. They are universally admired for their artistic construction and finish, and are highly commended by representatives of insurance companies. We anticipate a very considerable reduction in the rate of the premiums charged us by such companies by reason of your steel fire-proof doors. It seems to me they are a sine qua non in every thoroughly fire-proof building such as the Temple Building.

Yours sincerely,

ORONHYATEKHA, S.C.R.

$15.50; No. 3, $15.25. We quote Hamilton iron at the furnaces: No. 1, $14; No. 2, $13.50; No. 3, $13.

BAR IRON—There is practically nothing doing. We quote base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON—Trade is, if anything, a shade better than it was. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—There have been some large shipments this week in the No. 1 and No. 2 qualities. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Has been moving more freely. We quote: 10 to 12 gauge, $2.25 $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON — Orders are coming in rapidly. A number of case lots have been called for, principally American of the lighter gauges of 24 x 28. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

TINNED IRON — Orders are coming in more freely for February and March shipments. We quote as follows: Up to 20 gauge, $5.25 per 100 lbs.; 22 to 24 gauge, $5.75; 26 gauge, $6.25; 28 gauge, $6.75; special cut sizes, $4.50; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS — Have been quiet during the past week. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 27½ per cent.; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

PIG LEAD, ETC.—With the exception of one or two orders, shipments have been small. The market is a little easier, although small quantities are still being held at figures named. Large quantities can be shaded ¼c. per lb. We quote pig lead at 4 to 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN — While there have been quite a number of shipments they have only been small. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER— Dull at 12 to 12¼c. per lb.

SHEATHING COPPER, ETC. — Quite a number of orders for braziers' and roofers' copper have been received. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE — Trade is still fairly satisfactory. Quotations showing a reduction of 5 per cent. are being submitted on this market by United States manufacturers, and there is an easier feeling in consequence. We quote: Wrought, ¼ to ⅜ inch, $2; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet; galvanized, ½ inch, $4 to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Quiet, and discount is unchanged at 60 and 10 per cent.

RANGE BOILERS—Trade is fairly good. We quote: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50

to $8; copper, 30 gal., $22 ; 35 gal., $26; 40 gal., $30 ; discount off copper boilers, 25 per cent.

CANADA PLATES—Very little doing. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40 ; dull, 75-sheet boxes. $2.50 ; all-bright, "Garth," $2.60 per box ; ditto, "Alaska," $3.

TIN PLATES—Trade has not been quite as good, although a fair business has been done. Prices for ordinary shipments can be shaded, but quantities can be shaded a little. We quote as follows : Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25 ; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75 ; I X, $7.50.

SHEET LEAD—Business is fair, at 5½c. per lb.

COIL CHAIN— The improvement noted last week has been maintained. We quote : ¼ in., $4.65 ; 5-16 in., $3.75 ; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—No much doing. We quote : Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Business is still fair. We quote : Stan dard, 11c. ; strictly half and half 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's, 8¾ to 9c.; other makes, 8¼ to 8½c.

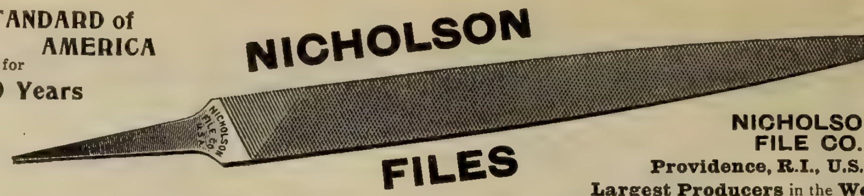
GLASS.

The trade are after import orders and are meeting with fair success. Prices for import are based on a basis of $2.50 for first break. There is little doing in plate glass. We quote as follows : First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75 ; double diamond, under 25 united inches, $4, Toronto, Hamilton and London ; terms, 4 months or 3 per cent. 30 days.

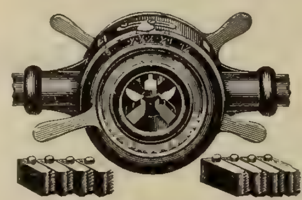
PAINTS AND OILS.

Business generally has improved as compared with last week. The trade throughout the country seems to have purchased white lead rather abundantly last fall. Consequently travelers are receiving few orders for it now. The demand for prepared paints is exceptionally good for this early in the season. Paris white and whiting, ochres and reds, canned goods and all varnishes are purchased freely, and there seems to be a better feeling generally than at this time last year. Dealers, however, do not seem to be placing their orders for as early delivery as other years, many holding back, as the prices are high, in hopes of a decline. However, as with the exception of castor oil, the tendency is upwards, so any change will likely be to advance prices. Turpentine has advanced 2c. this week. We quote as follows :

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the **World**



FOR PIPE.

In Stocks and Dies
there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A

FOR BOLTS.

IT'S A SURE THING! HE HAS A

Marlin 30/30 Smokeless

HIS BARREL, made of "SPECIAL SMOKELESS STEEL," well rifled, the old BALLARD system, shoots true and hits hard. His CARTRIDGES, loaded with 33 grains of smokeless powder, give 2,000 feet per second velocity. His BULLETS, soft-nosed and flat-pointed, make a wicked wound. His SIDE EJECTING ACTION won't hit him in the face when he pumps in the second shot, and no smoke will obstruct his vision across the SOLID TOP.

Why don't you write for the 196-page Sportsman's Guide (just out)? Tells about powders, black and smokeless; the right sizes, quantities, how to load; hundreds of styles of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations of all calibres from 22 to 45; how to care for arms, and 1,000 other things. FREE if you will send stamps for postage to

THE MARLIN FIRE ARMS CO.
New Haven, Conn.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.50 ; No. 1, $5.12½ ; No. 2, $4.75; No. 3, $4.37½ ; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4.75 ; ditto, No. 1, in casks of 560 lbs., $4.50 ; genuine, in kegs of 100 lbs., $5 ; ditto, in kegs of 100 lbs., No. 1, $4.75.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel ; New Brunswick, $2.10 per barrel.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c. ; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.70 bladders, in 400-lb. barrels, $1.75; bladders in 100-lb. cases, $2 ; 25-lb. tins, 4 in case, $2.20 ; 12½-lb. tins, 8 in case, $2.45.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c. ; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

There is a special demand for cast scrap, with a scarcity of Canadian collections. The price of all grades has advanced 5 to 10c. In all other lines business is quiet. We quote : Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt. ; stove cast scrap, 30c. ; No 1 wrought scrap, 40 to 50c. per 100 lbs. ; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c. ; heavy copper, 8 to 8½c. ; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c. ; heavy red scrap brass, 6¾c. ; scrap lead, 2⅛ to 2¼c. ; zinc, 2c ; scrap rubber, 3½ to 3¾c. ; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

SEEDS.

There is a fair demand for strictly choice red clover, for export, but the medium to low grades are not wanted, as they cannot be sold for export, and the home market has not yet opened. Prices of finest grades are unchanged at from $3.50 to $4 for choice to fancy, while for lower grade the

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

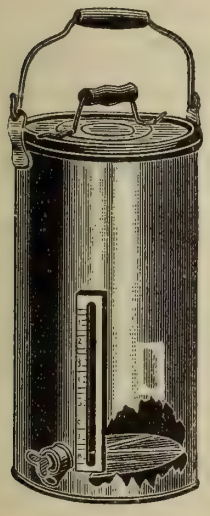
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.



Manufacturers of . . .

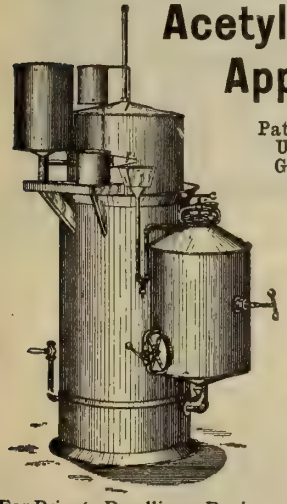
Creamer Can and Milk Can Fixtures

Bird Cages

Stamped, Retinned and Japanned Tinware

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus



Patented in Canada, United States and Great Britain

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light, Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

price is nominal. Alsike is dull, except for occasional fancy lots, which can be sold for export. As prices depend on later developments of the markets, buying now is speculative, and dealers are loth to quote prices. Timothy is offered in limited quantities, with the price $1 to $1.50 for machine threshed and $1.75 to $2 for bright, unhulled flail-threshed seed.

HIDES, SKINS AND WOOL.

HIDES—The demand is good with prices firmer. We quote for both cowhides and steerhides: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS — Prices are ruling high. "Pullers" say they are losing money. We quote now at $1.10.

WOOL—There is a steady demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

COAL.

The mild weather of the past week has somewhat moderated the demand, so trade is quieter. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46; stove, $4.46; chestnut, $4.46, net tons.

PETROLEUM, ETC.

Business is active in all lines, with prices unchanged. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon safety, 16½c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Turpentine is 2c. per gallon dearer.

Toronto, Hamilton, London and Guelph have again been made delivery points for horseshoes.

The Waterous Wire Nail Works, Brantford Ont., are now making oiled and annealed fencing wire.

The United States list on wrought iron padlocks of the cheaper grades has been advanced 20 to 25c. per dozen.

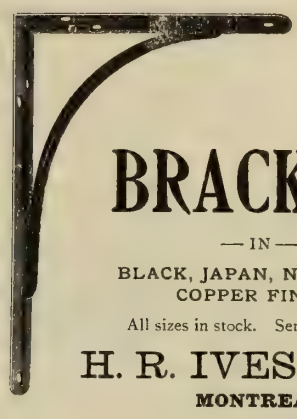
H. S. Howland, Sons & Co. have made arrangements for again handling the "White Mountain" freezer for the coming season.

The factory of the Kemp Manufacturing Co. was started up last week after the usual holiday close-down for repairs and stock-taking.

The Wholesale Hardware Directory for 1898 has been issued by The Hardware Dealers' Magazine, of New York. Price $2, delivered.

Bertram, Wilson & Co. have a full line of "Rambler" and "Ideal" bicycles on

WE MANUFACTURE



Wrought Steel Shelf

BRACKETS

— IN —

BLACK, JAPAN, NICKEL and COPPER FINISH.

All sizes in stock. Send for prices.

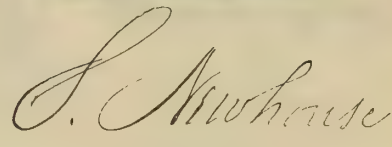
H. R. IVES & CO.
MONTREAL

-- 50th --

ANNIVERSARY!

ONEIDA COMMUNITY

1848! Limited 1898



50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps

are sure to go and sure to hold.

hand, and agents wishing to secure good lines for 1898's trade are requested by the firm to wait either till its travelers call upon them or they see samples.

H. S. Howland, Sons & Co. are in receipt of shipments of Wostenholm's, Butler's and Elliot's cutlery. Their stock is now complete for the spring business.

Rice Lewis & Son, Limited, have a new bicycle catalogue nearly completed. It will be about 100 pages, and will be distributed to the trade early next month.

The Iron & Steel Co., of Hamilton, which assigned to Mr. C. S. Scott, is not the Hamilton Blast Furnace Co. now operating there, but their predecessors, the original Iron & Steel Co., which the Blast Furnace Co. succeeded.

MANITOBA MARKETS.

WINNIPEG, Jan. 10, 1898.

ALL hardware merchants, both wholesale and retail, are busy taking stock. Travelers are getting their samples ready for the road. This is particularly the case in regard to bicycles, in fact, some of the travelers are already out with these. Everything points to a large trade this season, and high-grade wheels will be sold for $60, $50 and $40 retail. It is rather interesting to record just here that some of our ardent wheelmen have ridden all winter on the hard snow roads, and a party went out to Headingly and returned on New Year's Day; this is a distance of over 18 miles.

Among the changes of the week is the sale of the Boyce carriage works to Corregan & Lawrence. Business generally is quiet, as is usual at this time of the year. Barb wire is lower, while plain twist is quoted higher. Rope is 25c. dearer.

Barb wire, 100 lbs		$2 50
Plain twist wire and staples		3 00
Oiled annealed wire	10	2 80
''	11	2 90
''	12	3 00
''	13	3 15
''	14	3 30
''	15	3 65
Wire nails, 30 to 60 dy, keg		2 65
'' 16 and 20		2 70
'' 10		2 75
'' 8		2 80
'' 6		2 95
'' 4		3 05
'' 3		3 30
Cut nails, 50 and 60 dy		2 50
'' 20 to 40		2 55
'' 10 to 16		2 60
'' 8		2 65
'' 6		2 70
'' 4		2 95
'' 3		3 20
'' 3 fine		3 50
Horse nails, 45 per cent. discount.		
Horse shoes, iron, light, medium and heavy, keg		$4 15
Snow shoes		4 40
Steel, light		4 40
'' extra light		6 00
Bar and band iron, $2.10 basis.		
Swedish iron, $5 basis.		
Tool steel, Black Diamond, 100 lbs		8 00
Jessop		12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.		3 50
26 gauge		3 75
28 gauge		4 00
Galvanized American, 16 to 24 gauge		4 00
26 gauge		4 25
28 gauge		4 50
Genuine Russian, lb		12
Imitation '' ''		8
Tinned, 24 gauge, 100 lbs		7 25
26 gauge		7 50
28 gauge		8 00
Tin plate, IC charcoal, 20 x 28, box		8 50
'' IX ''		10 50
'' IXX ''		12 50
Canada plate, 18 x 21 and 18 x 24		3 25
Sheet zinc, cask lots, 100 lbs		6 00
Broken lots		6 50
Pig lead, 100 lbs		4 25
Wrought pipe, black, ¼ inch		2 50
'' ⅜ inch		2 75
'' ½ inch		3 00
'' ¾ inch		4 00
'' 1 inch		5 00
'' 1¼ inch		7 00
'' 1½ inch		8 50
'' 2 inch		11 50
'' Over 2 inch		65 p.c.
Rope, sisal, 7-16 and larger		7 25
'' ⅜		7 75
'' ¼ and 5-16		8 25
Manilla, 7-16 and larger		8 50
'' ⅜		9 50
'' ¼ and 5-16		9 50
Cotton, all sizes, lb.		15
Axes, per box	$5.50	to 8 00
Screws, flat head, iron		85 p.c.
Round '' ''		77½ p.c.
Flat '' brass		80 p.c.
Round '' ''		72½ p.c.
Bolts, carriage		60 p.c.
Machine		60 p.c.
Tire		55 p.c.
Sleigh shoe		65 p.c.
Rivets, iron		50 p.c.
Copper, No. 8, lb.		25c.
Spades and shovels		40 p.c.
Harvest tools	60 to 60-	10 p.c.
Axe handles, turned, second growth, hickory, doz		2 50
No. 1		1 50
No. 2		1 25
Octagon extra		1 65
No. 1		1 25
Ammunition, cartridges, Dominion R.F.		50 p.c.
Dominion, C.F., pistol		25 p.c.
'' military		15 p.c.
American R.F.		35 p.c.
C.F. pistol		5 p.c.
C.F. military		Net
Loaded shells, Eley's 12 gauge, M		16 00
American, M		16 20
Robin Hood, M		18 00
Shot, ordinary, per 100 lbs		6 00
Chilled		6 50
Powder, F.F., keg		4 75
F.F.G.		5 00
Robin Hood		10 00
Tinware, pressed	70 and	30 p.c.
Granite ware, according to quality.	50 to	60 p.c.

UNITED STATES MARKETS.

NEW YORK, Jan. 12, 1898.

PIG TIN—There was about the usual run of small orders, but very little business otherwise. Jobbers take small lots only as needed for current use and purely speculative interest remains inanimate. Prices hold quite steady, however, in the absence of any disturbing influences here or in foreign markets. About 13.75 to 13.80c. f.o.b. was quite generally quoted at the close for Straits in lots of five tons or more.

COPPER—The market is bare of really new feature. Home trade purchases are moderate, but export movement keeps up well and serves to hold prices very steady. About 11c. is quoted for Lake Superior; 10¾c. for electrolytic, and 10½ to 10¾c. for casting stock.

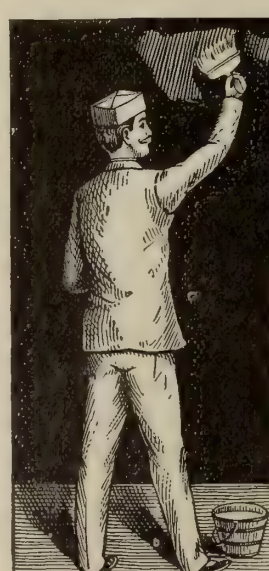
PIG LEAD—The market remains in a dull condition. No class of buyers manifest anywise live interest, and sellers are conservative in view of the comparative lowness of prices. About 3.70 to 3.72½c. is quoted for common domestic. London cable quoted £12 12s. 6d. for soft Spanish.

SPELTER—There is merely ordinary business and little life to the demand, but prices remain very steady at 2.90 to $3.95c. London cable quoted £18 2s. 6d. for ordinary.

TIN PLATE—A number of quite good-sized orders were reported, chiefly for delivery over the first half of the year, but competition between sellers continues keen and prices remain rather weak.

BONUS TO THE ABBOTTS' GRANTED

KINGSTON, Ont., Jan. 13.—A by-law granting $62,000 for site and bonus for the location here of the Abbotts' rolling mills, of Montreal, carried by a majority of 1,083. The vote stood, for 1,278, against 195. The concern expects to have iron turned out inside of three months. The works will be located in the east end of the city, near to the lead smelting works, and it is expected from 200 to 300 will be employed. The business men are rejoiced over the passage of the by-law.



CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT.

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

HANDLE THE BEST.
Alexanderwerk

Meat Choppers
are acknowledged to be such.
Simple and Effective.
H. S. HOWLAND SONS & CO.
. . . TORONTO

TRADE IN THE MIDLANDS.

The past year has been, on the whole, a satisfactory period for the Midland iron, steel and hardware trades. Prices have been wonderfully well maintained (indeed, they rule slightly higher now than in January last year), whilst work has been plentiful and overtime the rule rather than the exception. Doubtless, there have been purple patches here and there, but this is due to inevitable changes in methods of production and not to scarcity of orders or unremunerative prices. Marked bars still stand at £7 10s., whilst in the cheaper qualities rates have advanced from £5 15s. to £6 2s. 6d. Makers of branded bars who make second quality have advanced their rates from £6 to £6 5s. The demand for iron sheets has fallen off, particularly from the colonies and abroad. To make matters worse, South Wales and Lancashire have become successful competitors in this line, having more modern works and easier access to the seaboard. Prices, strangely enough, have been maintained. The withdrawal of the German subsidies will doubtless tend to stimulate trade in iron and galvanized sheets. The production of steel in the Midlands progresses apace, and it is expected that 1897 will be a record year for the Midlands. Pig iron has fully maintained itself both in price and production. Northamptonshire prices stand at £2 4s. as against £2 in January. Northamptonshire and Derbyshire have exceeded 6,000 tons per week—more than half the requirements of the Midlands. As we have constantly pointed out in our resumes of the Board of Trade returns, hardware and cutlery has maintained itself, and even slightly advanced, notwithstanding the tariff and competition of the United States. —Hardwareman.

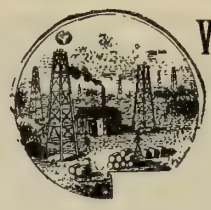
UNITED STATES COMPETITION.

The Right Hon. James Bryce, Radical M.P. for South Aberdeen, speaking at Wolverhampton, on Monday last, on foreign competition, dwelt specially upon that of the United States. Mr. Bryce, after pointing out that steel rails, electrical plants and cycles were all produced in the United States, "enormously cheaper" than in England, said: "It is a pity that we should allow this. While if, as is not unlikely, protection in America should be pushed to such extravagant lengths as to be overthrown, we would have to face a more severe competition."

Mr. Bryce remarked, incidentally, that during his visit to the United States last August he gathered that the American still expected a long series of commercial troubles.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.


VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

THE DEPARTMENTAL STORE BILL.

THE Ontario Legislature disposed of the departmental store bill last Friday. It was withdrawn on the understanding that, at the suggestion of the Attorney-General, a select committee should be appointed at the next session of the House to investigate the question.

Mr. Middleton, the author of the bill, in moving its second reading, said telephone, telegraph and street railway systems had, by the centralization of trade, placed departmental stores under exceptionally favorable conditions, and it was only fair that they should be taxed at a higher rate than those stores which were being injured by an unequal competition. A ruinous overturn in commerce was being brought about by the departmental stores. The practice of imposing special taxes, he said, had been successfully adopted in some parts of the United States. Mr. Middleton mentioned as a serious matter the hazardous character of the departmental store business, which brought great crowds of people into one building unprotected by fire walls. He proposed that the question of imposing special taxation on these enterprises should be considered by a committee of the House.

Mr. Kerns pointed out that care was necessary in order to avoid injuring private interests. The departmental stores had in some respects been productive of good, inasmuch as they had been successful in introducing a cash system of doing business, which in itself was of importance.

Mr. Stratton admitted that there are strong arguments for and against the bill. In towns like Peterboro' business men were finding it necessary to carry larger variety of goods than ever before, owing to the keen competition. There would be, he feared, a difficulty in defining what are separate classes of goods. If the matter is to be taken hold of and legislation is to be effective, he believed it would have to be taken up by the Government, but it will require a bill with a great many more clauses than the one under consideration. He was not certain what is the best course to pursue, but rather favored action by the Government if any were taken, as the question is of sufficient magnitude to justify the Government taking it into consideration.

Dr. Willoughby had a strong conviction that a great deal of harm was being done to ordinary business by the departmental store, but he was not sure that the proposition before the House was not an undue interference with private liberty. However, the subject was too important to be dealt with by a private member.

Mr. Conmee said that the evil could be remedied by a change in the assessment law, or by a change in the method of making the assessment. He hoped the Government would be able to put the House in possession of further information on the subject next session.

Mr. Haycock, the Patron leader, who pointed out that the scope of the ordinary drug store would be limited and curtailed by this bill, and that there are hardly any stores in the country that would not be affected by it. The difficulty of classifying the various lines of articles and determinting the number of distinct classes of goods which any store carried would also operate against the smooth working of the bill. The fact that departmental stores are not confined to Ontario, but extend to the neighboring province, must also be borne in mind, and care taken that business is not driven away from Ontario, and such a measure ought therefore to emanate from Ottawa. The effects of competition from the mercantile departmental combinations was not the only evil that was being experienced in the country, but the country lawyers were also feeling keenly the competition from the great legal departmentals which were now operating in the big cities.

Mr. Hardy, the Premier, admitted the great importance of the bill, which differs from those introduced into some of the American Legislatures, where the question had been discussed a great deal, and the details had been gone into to a very large extent. A bill had gone through the Senate of the State of Illinois, but had been thrown out in the Legislature by a narrow majority. There was a great deal of force in the remarks of the honorable member for Frontenac (Mr. Haycock), and there were also forcible arguments advanced in favor of the bill. He pointed out that the bill did not profess to prohibit any store from keeping a variety of articles, but that the proportion of taxation should have some regard to the number of departments or classes of goods carried, which was a very different thing from actually prohibiting the sale of more than a certain number of lines. The doctrine of applying a varying rate of taxation to these departmental stores is being somewhat generally discussed and better understood. The departmental stores are not ordinary businesses, but reach out throughout the entire province. At the present time he did not desire to express an opinion upon the question. An association had been formed which proposes to deal with the question by distributing literature in reference to the matter, and by other means. The public generally, however, were not perhaps as well acquainted with all the details as might be necessary to deal with the matter. In view of this fact it might perhaps be advisable to appoint a special committee in the early days of next session in order to hear evidence, to give both parties a chance to be heard, and to bring in a report upon which any legislation which might be found necessary could be based. It is impossible to deal with an important question like this off-hand. The true facts must be ascertained before action could be taken. Another mode of dealing with the question would be by a royal commission, but his own idea is that a select committee would be preferable. In view of all these facts he expressed the hope that the mover would allow the bill to stand over for another session.

After some discussion the bill was withdrawn, as already stated.

Mr. Middleton's bill provided that after Jan. 1, 1899, the council of any city, or town, may pass a bylaw or bylaws for the purpose of imposing upon any departmental store carrying on more than three distinct classes of business a special tax in respect of each additional class of business, and in imposing such business tax, the same may be regulated in and by the bylaw so as to provide either a uniform tax in respect of each additional distinct class of business or the same may be graded in such a manner as may seem proper ; provided that no such bylaw shall be passed or take effect under the authority of this Act, without having been carried by a two-thirds vote of the members of the council present and voting thereon

Standard Goods

Globe Brand Mill Saw Files
Globe Brand Taper " "
Globe Brand Bastard Files
Globe Brand Bicycle Files
Globe Brand Horse Rasps
Globe Brand Shoe Rasps

Manufactured from High-Grade Cast Steel.
Superior Workmanship.
All Goods Warranted.
Prices always right.

For sale by the Hardware Trade from Halifax to Vancouver

Manufactured by

THE
GLOBE FILE MFG. CO.
Port Hope, Ont.

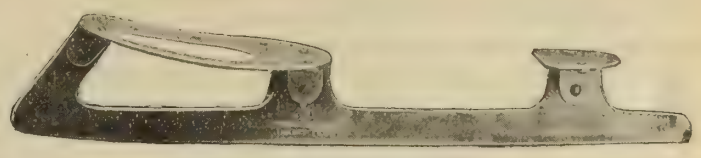
GALVANIZING WIRE.

At a recent meeting of the Franklin Institute, of Philadelphia, a paper was read by George C. Reese, describing a new process of galvanizing wire, by which the wire is coated without the necessity of unwinding the coils. The coils or bundles of wire are first cleansed by acid. The whole bundle is then dipped into the bath of melted spelter, and when it has received a thorough coating it is quickly dropped into the basket of a centrifugal machine. For small or light coils the machine may be already in motion, while for heavier wire it must be started after the wire is put in. The surplus coating is almost instantly thrown off from the wire and an excessive speed is not required. The machine is stopped and the bundle of wire is removed as quickly as possible and is jarred upon a block to prevent the wires from soldering together. Barbed wire has been successfully treated by the new process after it has been twisted into shape and formed into bundles. When wire is galvanized before being barbed and twisted much of the coating cracks and peels off and the points quickly rust. Treated by the new process the wire is more durable and retains its efficiency much longer. Wire cloth finer than eight meshes to the inch cannot be galvanized by the old method, while by the new process cloth of any fineness may be coated, if the speed of rotation is increased according to the fineness. Samples were shown of 12x13 fly wire 16 mesh, believed to be the first of the kind ever successfully galvanized after weaving.

ADVERTISING ST. JOHN, N.B.

The annual meeting of the St. John, N.B., Tourist Association was held last week, with President Skinner in the chair and representative business men present. The Executive Committee's report showed that since the organization of the association much interest had been aroused throughout New Brunswick in the work of advertising St. John as a resort for tourists. Ten thousand copies of the association's guide book and about 20,000 folders have been distributed over Canada and the United States. Many folders had been distributed in Great Britain through the Canadian High Commissioner. One thousand copies of the special edition of Gripsack had been distributed. Articles, illustrated and otherwise, had appeared in many papers and periodicals in Canada and the United States. A large number of large framed photographs of St. John have been distributed and many others promised. The C.P.R. had promised to have large photographs of St. John framed and hundreds distributed. The treasurer's report showed receipts amounting to $1,191 and disbursements, $1,072, leaving a balance on hand of $118.

ACME and HOCKEY SKATES



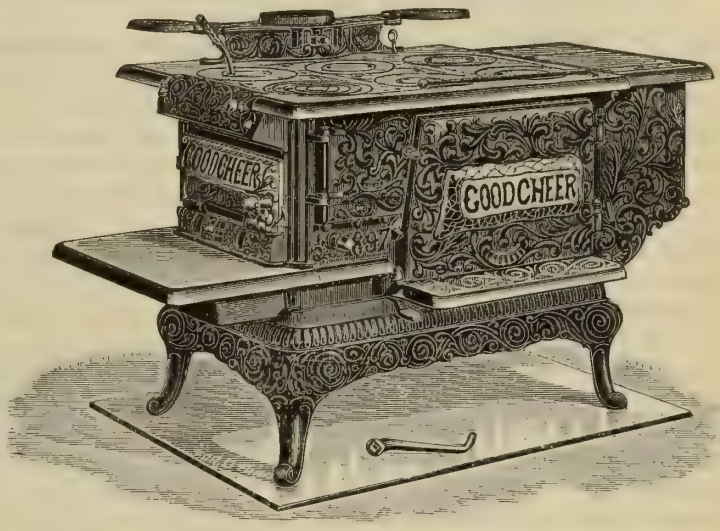
Variety of Patterns in Stock.

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance: After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. CLENG, MARS & CO,, general merchants, etc., Glen Robertson, Ont., have assigned to Joseph N. Ratley, Ottawa.

Pare & Frere, general merchants, Granby, Que., have assigned.

J. E. Crowe, general merchant, Springhill, N.S., has assigned.

The Acadia Gold Reduction Co., Limited, Lunenburg, N.S., has assigned.

Hill Bros., general merchants, St. John's, Nfld., is offering to compromise.

James McEwen, harness maker, Admaston, has assigned to James Craig.

Chas. Pringle, general merchant, Baldwin, Ont., is offering to compromise.

Morisette & Sethrington, general merchants, Norman, Ont., have assigned.

G. M. Moore, dealer in agricultural implements, Middleton, N.S., has assigned.

Wm. Mitchell, general merchants, etc., Ragged Islands, Nfld., has been declared insolvent.

Oxner & Duff, general merchants, Bridgewater, N.S., are asking for an extension of time on last dividend.

Soucisse & Brouillet, contractors, Montreal, have assigned, and a meeting of their creditors will be held on the 18th inst.

Lamarche & Benoit have been appointed curators of E. A. Gauthier & Co. and of Kearney & Faulkner, general merchants, Papineauville, Que.

The Hamilton Iron and Steel Co., Limited, has assigned to C. S. Scott, Hamilton, and a meeting of the creditors will be held on the 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Robert Etienne & Frere, builders, Montreal, have dissolved.

Spencer & Ball, tinsmiths, Nelson, B.C., have dissolved. Mr. Spencer continues.

Donald MacLean, general merchant, Sherbrooke, N.S., has admitted John H. McLean as partner.

Brownell & Kennedy, bicycle manufacturers and machinists, Toronto, have dissolved, Mr. Brownell continuing.

Robert Mills and Mark E. Mills have registered as proprietors of the firm Kidd & Mills, carriage makers, Danville, Que.

Temple W. McDonald has been admitted as partner of the firm, A. A. McDonald & Bro., general merchants, Georgetown, P.E.I.

J. A. McKinnon & Co., general merchants, Silverton, B.C., have dissolved, McLean withdrawing, and W. C. McKinnon admitted.

W. G. Brown, blacksmith and machinist, Minnedosa, Man., has admitted R. P. Woodhill, and the style will now be Brown & Woodhill.

SALES MADE AND PENDING.

W. E. Anderson, Sundridge, is advertising his saw mill for sale.

John S. Park, harness dealer, Lucan, has sold out to W. B. Stewart.

F. A. McCallum, Rodney, has sold out his planing mill to A. Mitchell.

The assets of Frank Lemieux, general merchant, Buckland, Que., have been sold.

The stock of Thibaudeau & Co., general merchants, Sorel, Que., has been sold at 51c. on the dollar.

Margaret Donaldson has registered as proprietress of the firm Robt. Donaldson & Sons, machinists, Montreal.

CHANGES.

John Mathieson has commenced business as blacksmith in Milan, Que.

The Cowichan Lumber Co., Bobcaygeon, Ont., is applying for charter.

The S. I. Wilson Lumber Co., of Toronto, Limited, has obtained a charter.

Frank Boisvert, blacksmith, Cookshire, Que., has commenced business.

The Crow's Nest Pass Coal Co., Coal Creek, B.C., has been incorporated.

Gilbert McMullen, blacksmith, Gould, Ont., has removed to Lake Megantic.

O. Bell, carriage maker, New Westminster, has been succeeded by N. Woods.

E. P. Chouinard, tinsmith, East Hereford, Que., has removed to St. Hermenegilde.

The Northern Yukon Klondyke Mining Co., Limited, Ottawa, is applying for charter.

Joseph H. S. Chase has registered as proprietor of the Chase Asbestos Mining Co., Montreal.

Wm. O'Brien has registered as proprietor of the firm O'Brien Bros., bicycle dealers, Montreal.

The Sheba Gold Mining and Development Co. of Ontario, Limited, has obtained a charter.

Application will be made for the incorporation of the Ottawa Elevator Co., Limited, Ottawa.

Application is to be made for the incorporation of the Tobique Gypsum Co., Limited, Ottawa.

Julie Forget dit Depatie, wife of Napoleon Leporte, has registered as proprietress of the firm N. Laporte & Co., contractors, Montreal.

FIRES.

J. A. Girard & Co., hardware dealers, have been burned out.

The premises of F. M. Sullivan, manufacturer of safes, scales, etc., have been been partially damaged by fire; insured.

A general store is likely to be started in he old Kimmerly store, Dresden, Ont.

TO GARNISHEE CIVIL SERVANTS.

IN THE Ontario Legislature on Monday last, the Attorney-General introduced a bill, entitled "An Act to provide for the garnishment of salaries of civil servants." It refers to all servants employed at the seat of government in Toronto and to all Government employes in Toronto and to all Government employes in connection with the courts mentioned in section 32 of the Ontario Public Service Act, i.e., employes at Osgoode Hall. From the point of view of the civil servant, the Act does not bear so hard on them as it might have done, for it is not retroactive in its effect—in other words, it does not refer to debts heretofore incurred, but rather gives the official a new starting point.

The bill provides that where any debt or money demand, other than a claim for damages, is owing to any party from such civil servant, the creditor may garnishee wages owing him from the Government by serving notice on the Provincial Treasurer, the Assistant Treasurer or some other official appointed to receive such notice. If the creditor's claim is a judgment the treasurer shall retain sufficient of the moneys owing the civil servant to pay off the claim, and pay such amount to the court authorities entitled to receive it. Where the claim is not a judgment, a garnishment notice shall be served on the employe, as well as on the treasurer, and in case of a dispute notice, he (the employe) must serve a notice of such dispute on the Provincial Treasures within 10 days. If no disputing notice is filed the treasurer may pay the money needed to satisfy the creditor's claim. If such notice of dispute is not filed, the treasurer may, with the consent of all parties, determine the rights of the case and pay over the money accordingly, or he may call upon the creditor to bring an action under this Act against the Government or the treasurer. The Act only applies to debts over $25, and then to only the excess, nor does it have effect in cases where the sum owing by the Government to the servant does not exceed $25, and then it shall have effect only as regards the excess. The Act was read a first time.

BRITAIN'S FOREIGN TRADE, 1897.

The foreign trade of Great Britain during 1897 was the largest in its history. The total exports, imports, and re-exports amounted to £754,423,000. The increase was entirely in imports and re-exports, the decline in exports amounting to £5,795,000. The growth of the imports is almost entirely due to the huge purchases of produce in the United States, amounting to £114,600,000. The greatest quantity of the exports were textiles.

PAST AND FUTURE OF TURPENTINE.

The Savannah Morning News says: "Taken altogether, the naval stores trade from the opening of the season on April 1 to the end of the calendar year of 1897 was satisfactory to the producers. At least, such can be judged by the preparations which are said to have been made for operating the turpentine forests during the coming season. About a year ago, as is well known among those interested in the trade, the producers agreed to cut less boxes than they did the previous year. This agreement appeared to be adhered to by the majority of producers, the receipts for the months of April, May and June showing a falling off of over 20,000 casks of spirits turpentine. At that rate of decrease in the movement the crop would have been over 50,000 casks short of the previous season. The decrease in the receipts during the early part of the season, as compared with the previous year, did not continue. July showed an increase of 4,000 casks, August a decrease of 4,000 casks, September a decrease of 2,000 casks, October an increase of only 175 casks, November an increase of 3,000 casks and December an increase of 2,500 casks. The heavy movement during the last four months was a great surprise to everyone interested in the trade, and it began to be suspected that the shortage in box-cutting was not so 'short' as was at first expected. The favorable weather during the autumn months, however, is said to have caused a greater yield from the trees.

"It is expected that during the balance of the season the movement will be greatly decreased in comparison with the same period last year, and that the season will end March 31, with at least 10 per cent. less crop than the previous year. It is reported that there will be a great decrease in operations in Georgia during the coming season, as numbers of operators have moved into Florida, where, it is said, they are cutting as many boxes as it is possible to get hands to do the work. In consequence of the reports of heavy operations which are expected, the calculations on an enormous crop and one of the old-time cries of over production are becoming general."

THE EMPLOYER AND "EIGHT HOURS."

Disastrous results have already followed the men's demand for an eight-hours' day, and far worse results will follow if such a day be conceded. Labor agitators have pointed to Australia and New Zealand, where the working week is of 48 hours, and tell their victims that similar legislation would be equally successful here. Nothing is so utterly absurd or fallacious, for the simple fact, that neither of the countries named come into competition with the outside world. A feeling of intense disgust has been engendered in the minds of the employers by this last mad action of the British workman. Has not foreign competition already rendered precarious the position of our leading industries, owing, principally to the advantages conferred on our rivals by lower wages and longer hours?—Trade and Industry.

BRITISH TIN PLATE EXPORTS.

The British tin plate industry has had an exceptionally chequered career during 1897. Several times during the year it looked as if there was likely to be a considerable revival of demand; but these prospects have been dashed again and again by renewed depression, so that the mills have been worked with rather more irregularity than usual. The exports rose from a total of 18,218 tons in December of 1896 to one of 28,201 in March of 1897. This advance, however, was not maintained during the later periods of the year; and in July, which should have been a good shipping month, the exports fell again to only 18,235 tons, from which point no material rise took place until November, when an export of 24,145 tons was recorded. The total exports of tin plates for the first eleven months of the year were 250,736 tons, against 248,737 tons for the first eleven months of 1896, and 332,547 tons for the first eleven months of 1895.

Henderson & Potts

NOVA SCOTIA PAINT AND VARNISH WORKS

HALIFAX, N.S., and 747 Craig St., MONTREAL

Japanese Enamels—for artistic decorative work and for baths—a great variety of Tints and Colors.

Carriage Gloss Paints—Easily applied—Dry quickly with a brilliant gloss—Eight beautiful shades.

Farmers' Waggon Paints—Ready for use in six different shades—Require no varnishing.

Cycle Enamels—Made with best hard drying varnish—Quick drying and durable.

Anchor Handy Varnishes in Lever Top Tins in three sizes—a great variety.

Plumber and Steam-Fitter

ACETYLENE GAS SAFEGUARDS.

THE dangers attending the manufacture, compression, and liquefaction of acetylene gas are provided against in Germany in a series of rules issued by the Imperial Insurance Office, of which the following is a condensation from Sanitary Plumber:

Rules for Employers and Foreman.—Liquefaction of acetylene must be carried out apart from the manufacture and compression; but if the gas is compressed to eight or more atmospheres, the compression also must take place in a separate apartment. The apartments must be well lighted and ventilated, have doors opening outwards, and be heated only by steam or hot water. External sources of light only may be used; or, in urgent cases, safety lamps may be resorted to. The carbide must be kept in moisture-proof vessels, which vessels must be stored in well-ventilated dry apartments (not cellars). The vessels should be opened only as needed for immediate use. As little dust as possible should be made in breaking up the carbide; and persons engaged in the work should be free from heart or lung diseases, and should wear a respirator and eye protectors. The gasholder must be situated in the open, or in a well-ventilated apartment away from the generating room, and it must be provided with a pressure gauge. An efficient washer must be placed between the generator and the holder. The gas must be generated by the gradual addition of carbide to a large excess of water, and not by adding water to carbide. Compression of acetylene to more than ten atmospheres pressure must only be carried out in strongly cooled apparatus. In the liquefaction of acetylene, the condensing vessel must be emptied at the close of operations, and the cylinders used for the conveyance of liquefied acetylene must have been tested to 250 atmospheres pressure, and have their contents signified on the outside—in white. Before and after filling, the cylinders must be weighed with precision, and no more than 1 kilo. of acetylene per 3 litres capacity (20.8 lbs. per cu. ft.) be admitted. The charged cylinders must not be exposed to heat. The cylinders and all apparatus which comes in contact with liquefied acetylene must be entirely free from copper, and sharp angles in valves and apparatus avoided.

Rules for Workmen.—Naked lights and lucifer matches must not be used in the apartments of acetylene works, and safety lamps must not be opened. In breaking lumps of carbide as little dust as possible should be made. Water must never be added to carbide, and only small pieces of carbide added to water. The prescribed temperatures must be closely observed in the compression and liquefaction of the gas. The cylinders used for liquefied acetylene must answer to, and be filled in accordance with, the prescribed conditions. On opening a cylinder take care the acetylene issues very gradually.

A copy of the rules must be hung in a suitable place in the apartments. Fines are imposed for breaches of regulations.

The insurance regulations in Canada are also minute, and are as follows:

1. That no calcium carbide or gas-generating machine be allowed in any building insured.

2. That generator must be placed in a separate building, constructed as follows, viz.: Walls solid brick or stone, not less than 9 inches thick; roof entirely of iron or other fireproof material; door of cement or concrete, with slight upward slope from door; entrance to be an iron or standard fireproof door, no windows or other openings except for ventilation, which shall be through an iron pipe not less than 6 inches in diameter, projected sufficiently through the roof and turned down at the outlet. Generators must be provided with escape pipes of sufficient capacity to allow gas to escape freely at a pressure not exceeding 5 inches of water. Care must be taken to deposit residue from generator at a safe distance from any building.

3. That generator building must be located at least 10 feet from a brick or stone building, or 20 feet from one of any other construction.

4. That the storage of calcium carbide be limited to 300 lbs., to be kept in air-tight metallic cases not exceeding 100 pounds capacity, and confined to the generator building.

5. That if the above regulations are not fully observed, double rates must be charged.

PLUMBING AND HEATING NOTES.

THE building permits issued in Toronto during 1897 amounted to $951,130, as compared with $657,168 for the previous year. This is itemized by the city commissioner as follows: 113 brick dwellings, $310,100; 32 brick-front and rough-cast dwellings, $23,550; 141 alterations, $80,770; 16 warehouses and additions, $71,700; alterations to stores, $46,710; 8 churches and additions, $85,050; 1 brewery, $10,000; 1 music hall, $12,000; 1 abattoir, $8,000; printing office, $35,000; and miscellaneous, $34,595. In December the value of the permits issued was $53,400.

John Watt, plumber, Chatham, Ont., has been elected as aldermen of his town.

Tenders will be received up to noon on Saturday, this week, for the completion of the Windsor court house.

The annual report of the Sherbrooke, Que., health officer shows that 1,200 feet of sewerage mains were laid in that city in 1897, and states a rigid house to house

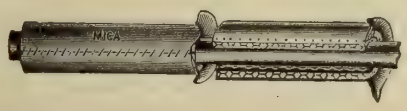
T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Hardware, Plumbers' and Bicycle Specialties.

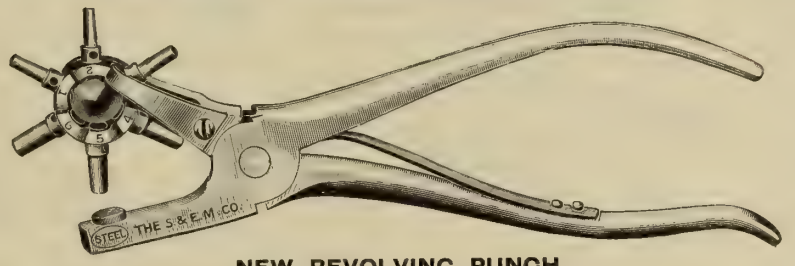
OUR GOODS ARE WELL KNOWN IN CANADA

No. 4

1898

CATALOGUE

Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

inspection of the plumbing done in Sherbrooke houses prior to the new regulations of the city will be instituted, as much of this plumbing is defective and imperfect.

Alphonse and Charles Demers, doing business as A. Demers & Co., plumbers, in Montreal, have dissolved.

W. S. Craig, plumber, 316 Upper Water street, Halifax, was recently presented with a handsome buffalo robe by his employes.

D. M. McRae has ceased doing business as plumber in Montreal under the style, D. M. McRae & Co., and his wife has registered as proprietor of the business.

H. J. Powell, of Powell & Wideman, architects, Guelph, on Friday of last week won the competition for the best plan for the new city hall, Stratford, to cost $25,000.

Mr. Rudd, tinsmith, Guelph, had his eyelashes and eyebrows singed in an explosion in his cellar recently. He was endeavoring to thaw out an acetylene gas generator which had become frozen, and believing the gas to have all escaped neglected to take the necessary precautions to prevent an explosion. The top was off the generator when the gas ignited.

Building permits have been issued in Toronto to J. McIvor for the erection of a new second-story addition to 1458 Queen street west to cost $900; to A. J. H. Eckardt for the erection of a two-storey brick dry kiln on the north side of Esplanade street, just west of Bay, to cost $2,000; and to Park Bros. & Co. for the erection of a warehouse, 83 to 87 Wellington street west, to cost $3,500.

A NEW COMPANY.

The R. McDougall Co., Limited, of Galt, has been incorporated under Ontario letters patent, with a capital of $30,000. The members of the company are: Robert McDougall, Thomas McDougall, A. J. Oliver, Robert McDougall, jr., and Elsie McDougall. The company will carry on a general foundry business as well as making and selling hot-water, steam-heating and ventilating apparatus, iron and brass pumps, and windmills.

PLUMBING AND HEATING CONTRACTS.

The John Ritchie Plumbing and Heating Co., Limited, have plumbing and gasfitting contracts for four houses on Winchester street for the Curry estate.

MONTREAL TIMBER TRADE, 1897.

The season just closed has been a record-breaking one in the export timber business from Montreal. The shipments have amounted to 300,420,069 feet, showing an increase of 79,416,460 feet as compared with the total of 1896, an increase of 131,748,041 as compared with 1895, and of 123,011,641 compared with 1894.

WORLD'S GOLD PRODUCTION, 1897.

The director of the United States Mint, from information now in his possession, states that there is substantial evidence that the world's output of gold for the calendar year 1897 will approximate, if it does not exceed, $240,000,000 in value, an increase of close to 20 per cent. over 1896. Of this total the United States produced approximately $61,500,000, an increase of $8,400,000 over 1896; Africa, $58,000,000, an increase of $13,600,000; Australasia, $51,000,000, an increase of $6,800,000; Mexico, $10,000,000, an increase of $1,700,000; Canada, $7,500,000, an increase of $4,700,000; India, $7,500,000, an increase of $1,400,000; Russia, $25,000,000, an increase of $3,500,000.

The indications for the United States, says Director Preston, are that Colorado will yield in the production of gold for 1897, as it is estimated by former Governor Grant that it will not be less than $20,000,000. California will follow with a product of probably $19,000,000. With the exception of the states of the South Appalachian range, he believes that there will be an increase in every producing state and territory of the gold products over that of 1896.

BRUSHES
BRUSHES
BRUSHES

DO NOT BUY
till you see our
NEW LINES
Our Travellers will call on you shortly, in ample time to supply your wants
..For Spring Trade

MEAKINS & CO.
313 St. Paul St.
MONTREAL

MEAKINS & SONS
King St. East
HAMILTON

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.
ESTABLISHED 1849.
THE BRADSTREET
MERCANTILE AGENCY
THE BRADSTREET COMPANY,
Executive Offices Proprietors.
NOS. 346-348 BROADWAY, NEW YORK
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.
The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.
RONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

CURRENT MARKET QUOTATIONS.

Jan 14, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base...	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60, "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 50	1 55
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"	...	1 90

inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $2.00; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 24 gauge	....	0 03⅞
26 "	....	0 04⅛
28 "	....	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	..	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.
NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal.

	Per lb.
"Beaver" brand	$0 20
"Tandem" A	0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 75
No. 3 do	4 37
No. 4 do	4 00
Brandram's B. B. Genuine	7 50
" " No. 1	6 75

f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine	6 70
" " No. 1	6 20

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Ultra marine Blue in 28-lb. boxes, per lb	....	0 08
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04⅛
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Casks	....
50-100 lb. kegs	....
25-lb. Irons	....
-lb. Boxes	....

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	0 05

Putty.

Bladder in bbls., per 100	1 75
Bulk " " " "	1 65
100-lb. cases (tins) per 100	2 00

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	0 45	0 46
Boiled, per gal. net	0 48	0 49

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	....	0 48

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lots	....	0 10½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
rimers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	0 09	0 09½
Wilkinson & Co.'s Vices ..lb.	0 09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ...... " Sewing, per gross..	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	0 7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to ch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 50
Belgium "	2 35
Canadian hydraulic	1 10

Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn s, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 0

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen'
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¼
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
		Per doz. set.
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

		Per doz. pai
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 lis

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	0 60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co. "C" brand f.o.b. Montreal, 50 p.c.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern "M" brand	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5..	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 0
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 18
Mystic Metal.................. " 08
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d............................ 2 25
6 and 7d............................ 2 15
8 and 9d............................ 2 00
10 and 12d.......................... 1 95
16 and 20d.......................... 1 90
30, 40, 50 and 60d. (base)............ 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.

Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.

Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6............................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co.,dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs.................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla	
7-16 in. and larger, per lb.	6⅝	00	7¾
⅜ in.	7⅛	00	8¼
¼ and 5-16 in.	7⅝	00	8¾
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire..... ..... 0 60 0 90

SASH CORD.

Per lb....................... 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... ... . 5 63 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 0 00 0 00
Door, per doz................ 0 00

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American............... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

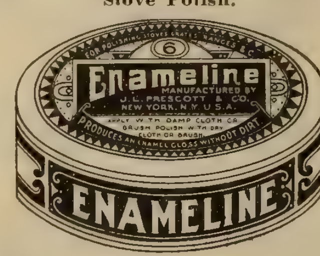
STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.



No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks...............................
Copper tacks .... ⅓
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

CALKS (Steel)

Toe calks, per M. net $3 85
Heel calks, " " " 4 10
Discounts, for 10 boxes at one shipmen 10 per cent.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb............... 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off vised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart.............. .... 1 80
Galvanized, 4 barb, 4 and 6 inches apart 1 80
Galvanized, plain twist, all.. delv'd.................... .... ..
Plain twist.................. .... .
Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. .. $1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

THOS. FIRTH & SONS, Limited, SHEFFIELD

Fac-simile of **OUR BRANDS** of Steel

THOS. FIRTH & SONS' WARRANTED BEST CAST STEEL, MADE EXPRESSLY FOR

This has been the **Standard Steel** for uniformity and durability in **Canada** and the **United States** for about **50 years**, for use in fine grades of Machinists' Tools, Twist Drills, Taps, Punches, Reamers, Dies, Chisels, Granite and Stone Cutter Tools, Mining Drills in Gold and Silver Mines, and for all purposes where the best quality of Steel is required.

FIRTH'S WARRANTED CAST STEEL, Made Expressly for

Represents our Second Grade of Steel where the work required is not so severe, and for many purposes where a cheaper Steel than our Best Quality may be used.

Apprehending that our second quality Steel may have been sold as being our first quality or **Thomas Firth & Sons' Warranted Best Cast Steel**, we have here given a copy of the labels that should be on each bar, and would ask that the brand be specified in each case when ordering.

JAMES HUTTON & CO., MONTREAL.

Agents for Canada.

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade
Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas
Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade
and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for a Retailer
By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . 10 cents

New Customs Tariff
Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—**15 cents.**

Credits, Collections and their Management
a most complete and comprehensive work of great importance to any business man.—**$1.50.**

Address:

The MacLean Publishing Co. Limited
TORONTO and MONTREAL

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

ONE DOLLAR A YEAR

★

Sample Copy Free

★

D. T. Mallett
Publisher
271 Broadway
New York

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

WE WANT TO HEAR.

WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

TWO SELLERS THAT ARE QUICK SELLERS

Robertson's Pure Prepared Paints

carefully made of the **purest** and **best** materials that can be procured. Ready to use.

Robertson's High-Grade Enamels

made in all shades and put up in Patent-Opening (Penny Lever) tins. Send for sample card.

Our sales on these two lines have been "up to the limit," and dealers who are handling them report them to be big sellers with them.

Made only by...

The JAMES ROBERTSON CO. Limited 263-285 King Street West, **Toronto**

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, JANUARY 22, 1898 | No. 4

MAGNOLIA METAL

In use by
TEN LEADING GOVERNMENTS
Best Anti-Friction Metal for all Machinery Bearings
Beware of Fraudulent Imitations.
MAGNOLIA METAL COMPANY
LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE—
Caverhill, Learmont & Co.
General Dominion Agents.
Owners and Sole Manufacturers,
266 and 267 West St., New York

POULTRY NETTING

The kind that is galvanized after weaving is the most expensive kind to the manufacturer but the cheapest to the consumer.

1. The galvanizing is far heavier, because the other kind is made from galvanized wire that is "close wiped," that is, most of the spelter is wiped off, while the woven netting holds all the spelter that adheres to it and will stand exposure long after the other has rusted away.

2. It is rigid at the joints, and if the wire gets broken anywhere the damage cannot spread, as it does with the other kind.

Some people say that it is hard to stretch, but that is not the case with "LYSAGHT'S" make. Ask your jobber for it.

JOHN LYSAGHT, LIMITED, BRISTOL AND MONTREAL.

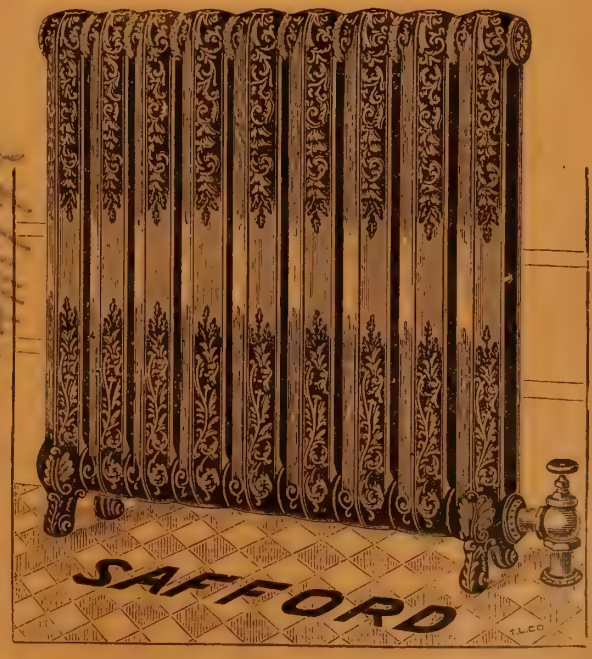
The Largest Radiator Manufacturers Under The British Flag.

IF YOU WANT THE BEST RADIATOR ON EARTH GET THE

"SAFFORD"

PATENT SCREWED NIPPLE

"RADIATOR"



We make and sell a more complete line of Radiators than any other company in Canada. We speak from experience.

Made only by

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

TO THE TRADE

GET OUR PRICES ON

GREEN WIRE CLOTH, WINDOW SCREENS
DOOR SCREENS, BARB WIRE
FENCE PLIERS, HORSE CLIPPERS
ICE CREAM FREEZERS

FISHING TACKLE

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.

Limited.

TORONTO

"Diamond"
"Granite Steel"
. . and . .
"White"
ENAMELED WARE.

Goods that will bring you customers, and hold them.

We use the utmost care in manufacturing and handling these goods, and can consequently guarantee every piece.

You can depend upon prompt shipment.

KEMP MANUFACTURING CO.

Toronto, Canada

GALVANIZED SHEETS

"GORDON CROWN," Best English.
"FALCON," Best American.
TINNED SHEET IRON.
BLACK SHEET IRON.

LARGE STOCKS IN EACH.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

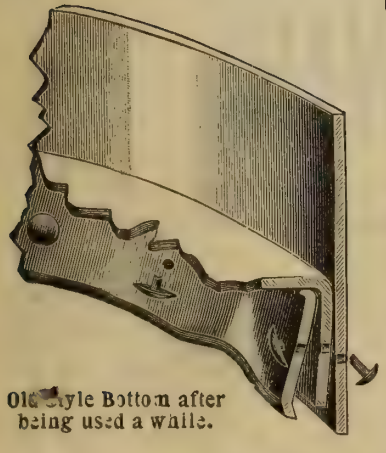
30 Front St. West TORONTO.

ESTABLISHED 1860. INCORPORATED 1895.

MILK CAN TRIMMINGS

A FEW OF THE REASONS WHY EVERYBODY ASKS FOR DAVIDSON'S MILK CAN TRIMMINGS.

Because



Old Style Bottom after being used a while.

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically two piece. The rim of Patent Bottom is turned in over edge of bottom proper, making smooth, uniform edge, that will not tear floors of factories or waggons.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted ¼ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

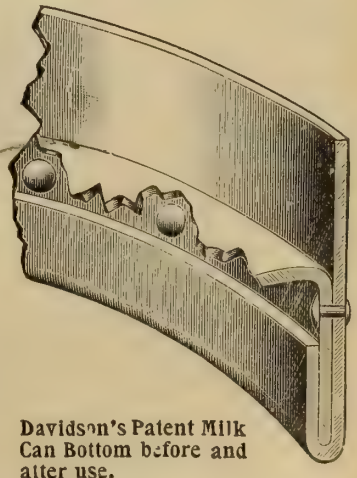
Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.



Davidson's Patent Milk Can Bottom before and after use.

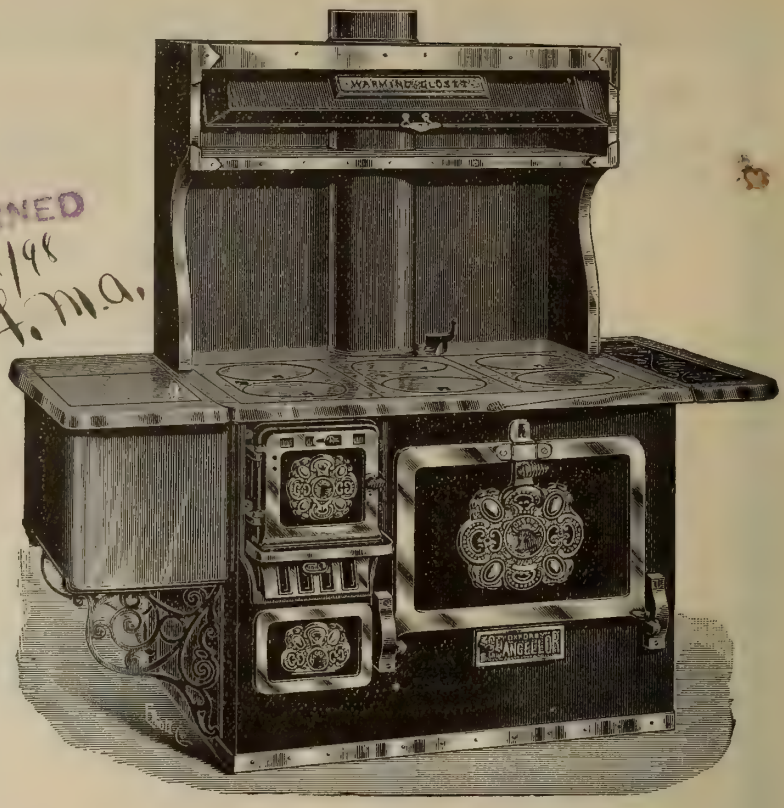
TINNED IRON CUT TO SIZE IN STOCK AT RIGHT PRICES.

The Thos. Davidson Mfg. Co., Limited, - Montreal, Que.

JUST WHAT YOUR CUSTOMERS NEED

If you haven't them in stock, send at once for our

Oxford Chancellor



RETURNED
Feb 17/98
T.M.A.

The Handsomest Wood Cook Made!

A heavy steel-plate range that burns the coarsest wood—is cheaper and better than a coal iron range, and lasts a lifetime.

A perfect oven, thoroughly ventilated, 24 x 22 x 15, with balanced drop door.

Six 9-in. holes on top—with or without reservoir.

Write us at once, they sell on sight.

The GURNEY FOUNDRY CO. Limited, TORONTO

The GURNEY-MASSEY CO. Limited, MONTREAL.

Every Hardware Dealer should keep a full stock of

INDURATED FIBREWARE

It is a standard ware --- and a profitable one to handle. Send for booklet and price list.

THE E. B. EDDY CO., Limited - HULL, Que.

ALSO MONTREAL AND TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JANUARY 22, 1898 No. 4

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

PARIS GREEN TRADE OPENING UP.

WHILE the potato bug is not due to make his appearance for several months yet, the manufacturers and dealers in Paris green are already preparing for his advent, and this week prices to the retail trade are being quoted. They are 1c. per pound higher than the opening prices of last year.

The quotations just issued are: Pure, in barrels, 14¼c. per lb.; 250-lb. casks, 14½c.; 50 to 100-lb. drums, 15c.; 1-lb. packages, 16c.; ½-lb. do., 18c.; ¼-lb. do., 20c.

It is understood that stocks throughout the country are low. Scarcely any Paris green is held in Toronto. There is a small lot held in Montreal, but this is being rapidly scattered.

The United States association on Paris green has not yet given out prices for the coming season, and it is not expected to do so until about March 1, when, it is asserted, enhanced values will be shown.

HARDWARE AND METAL has been assured by the largest manufacturer in the Dominion that there is no likelihood of a shrinkage in present values. The mild weather so far this winter has been favorable to the potato-bug larva, and, therefore, with the advent of warm weather, a good demand is expected for Paris green.

Then, in addition to the requirements on potato-bug account, a large quantity of this insecticide is certain to be used for spraying, both the Dominion and Provincial Governments being actively engaged in preaching the advantages which are to be derived from spraying fruit trees to curtail the depredations of various insects.

Manufacturers and dealers report that the demand for Paris green is opening up briskly, and a good many orders are being booked.

SHOW THE TENDENCY OF TRADE.

The earnings of the Canadian Pacific Railway during 1897 aggregated $24,046,792, compared with $20,681,598 in 1896, an increase of over 16 per cent.

The earnings of the Grand Trunk during the same period were $23,471,172, against $22,705,869 in 1896, an increase of over 3 per cent.

If straws show which way the wind blows, railway earnings just as faithfully show which way trade is tending.

BRASS AND COPPER WIRE LIST.

THE leading makers agreed to issue the following list on brass and copper wire some time ago, and it has been in effect for the past week :

Gauges.	Brass. c. per lb.	Copper. c. per lb.
3-10	18½	22
11-16	19	23
17-18	19½	25½
19-20	20	26½
21	21	27½
22	22	28
23	23	29
24	24	30
25	26	32
26	28	35
27	31	38
28	34	41
29	37	44
30	40	52

EXTRAS, NET.

1 pound rings	1c. per lb.
½ and ¼ pound rings	2c. "
1 and 2 ounce rings	4c. "
Brass spring wire	2c. "

These, of course, are the makers' lists, and do not govern jobbing quantities.

MILK CAN TRIMMING TRADE.

The milk can trimming season is opening up, and it is gratifying to note that it is a great deal more promising than it was last year. It will be remembered that 1897 saw an exceedingly bad trade in this line; compared with 1896 it is estimated to have been something like 50 per cent. less. But it is an ill wind that blows nobody good. And bad as the trade was for the manufacturers, it enabled retail dealers to work off their old stocks, with the result that they are now buying freely.

Most of the orders are being taken subject to delivery March 1, but so anxious are some dealers to get their trimmings that they are asking for shipment one month earlier than that date.

Body stock is a little higher, but generally speaking, the price of trimmings is much about the same as that of last year.

LEANS TO PREFERENCES.

JUDGING from a remark which he passed on Saturday last when a deputation of business men waited upon the Dominion Government re insolvency law, the Hon. David Mills objects to doing away with preferences because the banks would thereby be prevented from receiving collateral security for advances. "You would then," he declared, "prevent parties from receiving accommodation."

Mr. Mills is taking an exaggerated view of the situation. Denied the right to make preferences the banks would undoubtedly be more careful in advancing money, but it by no means follows that they would cease to give accommodation.

Any and every sound business house could get accommodation, with an insolvency law in existence, just as it can now with none in existence. And it would be a sad commentary upon the business condition of the country if the possibility of securing accommodation from a bank would vanish with the enactment of an insolvency law which made illegal the giving of preferences.

Preferences are unsound in a business sense, and tend to evil in a moral sense. A banker or a merchant is certainly better secured when he ranks as a preferred creditor. But that does not alter the fact that it is wrong in principle.

"By their fruits ye shall know them." And the fruit of the preference system is bad, flagrantly bad. The tree which bears it must be cut down. Business men are almost a unit in regard to this point. The only people as a class who are against it are the bankers.

There is no question about the evil effects of preferences, and even the interests of the bankers should not save it from extermination.

Although the tendency of the day is toward the cash system of doing business, yet it can only obtain within a certain limit. The great bulk of the world's trade and commerce will always necessarily be done on credit, although as civilization expands and the different parts of the world are drawn closer together, there will just as necessarily be a shortening of the terms of credit. And as long as a large proportion of business is done on credit, just as long will it be necessary that there shall be adequate laws for the regulation and protection of the same.

Preferences are a hindrance rather than a help to trade. They have been a source of protection to the few, but a source of much injury to the many.

The design of the insolvency bill, which it is proposed to introduce at the next session of the Dominion Parliament, is to afford better protection to Canadians doing business with each other and to British and foreign merchants doing business with Canadians. A part of the plan of the proposed law is the extermination of the preference evil; and an insolvency law which does not do this will, like a modern rifle with an ancient flint lock, be useless.

It is not always the merchant who makes the best start in business that wins; it is he who runs with patience and judgment and keeps everlastingly at it that is crowned with success.

PIG IRON FOR A YEAR.

The production of pig iron in the United States increased nearly 42 per cent. during 1897, and the weekly output in December reached the enormous quantity of 226,124 tons, the largest in the history of the country.

As to price, however, the showing was not so favorable, No 2 foundry pig, for instance, being quoted at the close $1.25 per ton lower than at the opening of the year.

Merchants who sell for cash deserve credit for common sense.

AMERICAN CASTOR OIL.

Toronto dealers have now on the market, for the first time, castor oil from the United States. This article has recently been 1c. lower than the East Indian article, and as it has a shorter distance to travel arrives in better condition that the East Indian article often does.

It is not as heavy as the East Indian goods are, yet it is nice and clear, and will likely have a share of the demand until the stocks of castor oil now in East India, where the price has recently gone down, arrive.

THE NEW AND OLD WIRE LISTS.

REFERENCE has already been made to some modification in the list for plain wire, and it is now understood that practically all the leading firms who pull wire in the Dominion have agreed upon the scale of prices which is appended herewith.

The changes, as will be seen from a comparison of the new list and the one which prevailed previously, do not radically affect values, but are rather a readjustment of the scale. For instance, instead of the base price being figured on 6 to 7 gauge, as heretofore, it is now given on Nos. 6 to 9. Coppered and galvanized wire are also sold at a uniform price, and not separate.

THE TWO LISTS.

	No.	New List.			No.	Old List.
Bright and Annealed.	6 to 9	$2 60		Bright and Annealed.	6 to 7	$2 60
	10	2 70			8	2 60
	11	2 80			9	2 65
	12	3 00			10	2 70
	13	3 20			11	2 80
	14	3 40			12	3 00
	15	3 60			14	3 40
	16	3 80			15	3 50
	17	3 90			16	3 65
	18	4 10			17	3 80
	19	4 30			18	4 00
	20	4 60			19	4 25
					20	4 45
				Coppered.	6 to 7	3 10
					8	3 10
					9	3 15
					10	3 25
					11	3 40
	6 to 9	3 20			12	3 50
	10	3 30			13	3 75
	11	3 40			14	4 00
	12	3 50			15	4 20
Coppered and Galvanized.	13	3 75				
	14	4 00			6 to 7	3 20
	15	4 25			8	3 20
	16	5 30			9	3 20
	17	5 50			10	3 30
	18	5 70			11	3 40
	19	6 00		Galvanized.	12	3 60
	20	6 50			13	3 80
					14	4 00
					15	4 25
					16	5 30
					17	5 50
					18	5 70
					19	6 00
Bright Weaving and binding.	21	5 10		Bright Weaving and binding.	21	5 10
	22	5 25			22	5 25
	23	5 60			23	5 60
	24	6 30			24	6 50
	25	7 00			25	7 00
	26	8 00			26	8 00
	27	8 50			27	8 50
	28	9 00			28	9 00
	29	9 50			29	9 50
	30	10 00			30	10 00
	31	10 50			31	10 50
	32	11 00			32	11 00

EXTRAS, NET.

	Per 100 lbs.
Oiling	5c.
Special hay baling	25c.
Spring wire	75c.
Best steel wire	65c.
Bright soft brown	15c.
In 50 and 100-lb. bundles, net	5c.
In 25-lb. bundles, net	10c.
In 1-lb. hanks	50c.
In ½-lb. hanks	75c.
In ¼-lb. hanks	$1 00
Packed in casks or cases	15c.
Bagging or papering	10c.

A PEEP INTO DEPARTMENTAL STORE METHODS.

DEPARTMENTAL stores will not gain in popularity by the revelations which the court proceedings in the John Eaton Co., Limited, are making.

The proceedings, it will be remembered, are being brought by the Bank of Toronto against the insurance companies for recovery of the amount of the insurance on policies which had been assigned to it by the John Eaton Co., Limited, a few days after the fire which destroyed its stock and premises.

During the process of the investigation some interesting details are being brought to light which reflect anything but creditably upon the business methods of the defunct firm.

There is only one point which it is our intention to touch upon at present, and that is in regard to the advertising methods which were adopted to cajole the public. For instance, one of the members of the late firm, under cross-examination, acknowledged that when a certain article had been advertised at five cents as being worth 29 or 39c., the value was purely imaginary and fictitious, and given for the purpose of contrast. He further confessed that this practice was also followed in regard to other articles.

This may or may not be the practice of other departmental stores, but there is no question about its being practised by the John Eaton Co., Limited, and the general public will not run away with the idea that this particular departmental store is the only sinner in this respect.

Imaginary and fictitious values are lying values, and nothing can warrant departmental or any other stores from calling them to their aid in business building. A merchant who holds to the contrary and puts imaginary and fictitious values upon his goods for the purpose of contrast is no less foolish than the man who builds his house upon sand.

Everyone who is conversant with values has for a long time been aware that this practice of giving imaginary and fictitious values to goods for the purpose of catching the public is only too prevalent among departmental stores. And now that the fact has been made so obvious to the public, benefit should accrue to the ordinary retailer. But retailers should also be careful that they do not "in moments of weakness" become sinners like unto unscrupulous departmental store men.

A QUESTION OF PROFITS.

MERCHANTS, both wholesalers and retailers, should make an effort to get the benefit of any advances in the market price of goods which they may have in stock. Business common-sense demands it.

Unfortunately the efforts of most merchants, when the market price of any commodity advances, appear to be concentrated on a persistent effort to sell at the old figures such stocks of the particular commodity they may have in their warehouses or stores, notwithstanding that to replace them more money will have to be paid.

It is only business that if a merchant can take advantage of any advance in price that he should do so. When there is a drop in the market on a staple article, nine chances to one he will have to follow it, notwithstanding he loses money thereby. And if the merchant has to follow the market on the down grade, why should he not follow it on the up grade? In justice to himself, in justice to his creditors, he should. It is only an evening up process. Merchants are not in business for charity. They are in business at least to make a living.

Sometimes, owing to the existence of large stocks, it is not possible to take advantage of an appreciation in values, but where this condition does not obtain there is no excuse for failure to follow the market when it is tending upward.

The few merchants who are conducting business on business principles, as far as prices are concerned, are making money.

The merchant who fails to reap the advantage of an advancing market is like unto a mariner whom bad weather compels to shorten sail, but who neglects to adjust his sail to the favorable conditions when good weather obtains.

A YEAR OF BICYCLE STATISTICS.

Statistics have been compiled which show that during the year just closed the output of bicycles from Coventry, England, aggregated 142,000, compared with 216,000 in the previous year and 113,000 in 1895. During the first half of last year the average of the 1896 boom was maintained, but later trade declined rapidly.

VALUING STOCK.

WHEN a thing becomes a millstone around the neck of a business it should no longer be accounted an asset.

An asset tends to upbuild; a millstone around the neck tends to pull down. And yet there are business men who persist in retaining as an asset that which is a hindrance to business and no longer a help.

When taking stock it naturally causes some qualms to write off as valuless that for which money, more or less large in amount, was paid. But it is better that many dollars worth of goods should go by the board than that the whole business should be wrecked.

There is at present in Toronto a loan company, which is in the process of liquidation, whose affairs are in a deplorable condition, and yet it has all along been able to show, on paper, a goodly surplus of assets over liabilities. And the reason, forsooth, was that it persisted in placing a value on properties, etc., which had become a tax upon the company instead of a source of revenue.

This has been a lesson to other companies, for HARDWARE AND METAL could cite some which are writing off everything which has no longer any value and setting down at its proper value every asset which has depreciated.

It is hoped it will also be a lesson to business men who are at present engaged in stock-taking.

Not to put a proper value upon the assets is to put a fictitious value upon them. And that is about as sensible as it would be for a man who has had one leg cut off at the knee to declare he was in limb perfect.

IRON FOUNDERS' ASSOCIATION.

The annual meeting of the Iron Founders' Association of Montreal was held in the office of the Dominion Foundry Supply Co., when the following officers were elected for 1898: Walter H. Laurie, president; Jos. Amesse, 1st vice-president; J. H. Garth, 2nd vice-president; H. R. Ives, honorary treasurer; Wm. Greig, honorary secretary; Geo. H. Weaver, secretary-treasurer.

The Board of Trade in Woodstock, Ont., is considering the advisibility of that town being incorporated as a city.

THREE CANADIAN ROUTES TO THE KLONDYKE.

MR. WM. OGILVIE, the Dominion Government Surveyor, whose name is so prominently connected with the gold fields in the Yukon district, recently gave a lecture in Victoria, B.C., on these gold fields, together with a description of three of the Canadian routes on the Pacific. The following is that portion of the lecture which referred to the routes :

After a few introductory remarks Mr. Ogilvie said :

I will first introduce you to the several routes into this great gold-bearing region which are now known. Leaving Victoria by any one of the steamers which run from here, we make our way through the well-known Seymour Narrows, taking care to time our passage to reach there at a suitable stage of the water, for it is well known that no ship can go through except at either high or low tide. In a few days, according to the capacity of the steamer, we reach Port Simpson, the most northerly seaport in British Columbia or Canada on the Pacific Ocean.

VIA THE STICKEEN RIVER.

If we wish to make our way in in British bottoms we can here take the river steamer and proceed from Port Simpson to Wrangel, it being about 170 miles from the former point to the mouth of the Stickeen River ; proceeding up that river about 150 miles, or perhaps a little less distance, as will be proved when the surveys are made for the proposed railway facilities. That distance occupies sixty hours or a little more. From the head of the Stickeen the road would follow through an undulating country which presents no obstacle to railway construction, and for the greater part of the distance of 150 miles is pretty well covered with timber. I would mention, however, that the natural food supply available for horses will not be sufficient for any great number. It might be said that enough would be found for say two hundred head, but any great number would soon eat off what there is, and it will be necessary that such arrangements shall be made as will render it possible for the natural supply to be increased by importing sufficient for any number over and above that.

Arrived at the head of Teslin Lake, we produce our whipsaws and commence to get out lumber for our boats. Now, whipsawing has been said to be one of the inventions of Satan, and when two are doing that work it is necessary for success that one shall push and the other shall pull ; but when, as is often the case with the tenderfoot, both either pull or both push, there is likely to be some inquiry from the man who is above what the other fellow is doing, and there may be some complimentary language indulged in and the man below ask his partner to come down and have it out. And if the same man below gets a grain of sawdust in his eye during the progress of the quarrel there will be quite a sulphurous atmosphere for some time. After a while, though, in spite of these difficulties, the boat will be got ready, and then commences the trip down the Teslin Lake, which is eighty miles long and bounded on both sides by high mountains. This distance is of course only as I have been told. We arrive at the head of Hootalinqua River after traversing the lake. This river is marked on the map as being the Teslin, which is the Indian name for a fish which is caught in the lake. The Hootalinqua River is about 125 miles long —or a total distance from Victoria to Dawson City by way of the Stickeen. Teslin and Hootalinqua route of 1,600 miles. At two points, one near the head of the river and one quite a distance below, there are obstacles in the way of steamboat navigation at certain times of the year, during certain stages of the river. A few miles below the river broadens out into innumerable channels, until at last, at the lower end, it widens to two and a half miles. If one of these channels were deepened out a sufficient depth of water could be obtained to allow of a free passage for a steamer drawing three or four feet without difficulty.

VIA JUNEAU AND THE TAKU RIVER.

I leave you now at the mouth of the Teslin and go back to Wrangel, where we take an American boat to Juneau. There has been during the last few months some talk in regard to a proposed route by way of Taku Inlet. In 1894 and 1895 I was employed to go in that portion of the country. Taku Inlet is something about 18 miles long, and leads up to a glacier of much greater size and affording considerably more danger to boats than the much talked of Muir glacier in Alaska. The ice is cast off in great avalanches and is continually breaking off. I have visited the Muir glacier and have never seen a breaking off take place; whereas in Taku, where I remained for three weeks, I saw large bodies of ice break away every day, which in every case created a surge in the water that is dangerous to boats even to so great a distance as three miles away from the glacier. This Taku River extends for 60 miles. There are enormous gravel bars which render it impossible for steamboats to navigate it, although it is said they might during the months of June or July—or during the warm weather. From the forks we go up by the left-hand branch about nine miles over to Tagish Lake. Along this route we meet with no very great difficulties, and keep up about nine miles, going past the Silver Salmon creek. In regard to this route I may say, however, that I have not examined any considerable portion of it, but civil engineers are now exploring it, and their reports will, of course, be made public.

From the summit there will be no difficulty in constructing a road to Teslin Lake. We have here then two roads—one of them offering almost perfect advantages, with the additional greater one that it can be called an all-Canadian route if we choose to so name it.

VIA SKAGWAY AND THE DYEA ROUTE.

We can go back again to the Coast now and proceed a hundred miles above to Skagway, where we find the celebrated White Pass route. From tide water to the summit of White Pass is a distance of about 17 miles, four miles being through all timber. Above that the valley breaks, and any road will have to be constructed to lead along the hillside. An elevation of 2,600 feet is reached at the summit of the pass. Once on the summit the remainder of the 35 miles is tolerably level, but is extremely rocky, and the land is of very little value.

We now go to the Dyea route, which has been used by the Indians for generations. And it is evident that they knew their business in selecting it. The word "Dyea" is itself an Indian one, meaning "pack," or "load"—a very appropriate name for the trail. From tide water to the mouth of the canyon it would be as easy to build a road as well can be imagined, as easy almost as to construct one along one of your city streets. From the mouth of the canyon to Sheep Camp construction is more difficult ; in fact it would probably be necessary to suspend the road by iron girders from the sides of the cliffs. From Sheep Camp to the head of the climb is yet more difficult, as all who have gone over the road will heartily agree. It is very steep and very, very stony. From the summit to Lake Lindeman there is a decline of 1,320 feet, and the road has been somewhat improved of late. Lake Lindeman itself, the first lake, is about four and a half miles long, and between Lake Lindeman and Lake LeBarge there is a sandy ridge three quarters of a mile long, which brings us to the end of the present Dyea route.

Lake Bennett, which is first encountered on what is known as the Skagway route, is for the first half of its length narrow and comparatively shallow. The other end of the lake is fully exposed to the strongest winds prevailing in that district, and which frequently get up a very ugly sea, decidedly dangerous for small boats, as I have my-

self experienced. Cariboo Crossing, which is about two and a half miles long, brings us to Tagish lake, which is about seventeen miles long. Here the Mounted Police and Canadian Customs officers have been stationed. The geography of Tagish Lake is already pretty well known, nor need any special attention be given to Marsh Lake.

Twenty-five miles from Marsh Lake we come to the canyon, where the river is very swift, and passes between almost perpendicular walls. Running the canyon is easily practicable, providing the boat be kept in the very centre of the stream. Do this and the boat rides through safely. If not, she will be dashed against the side walls of basaltic rock and pounded to pieces. In the middle of the canyon, which is about five-eighths of a mile long, is the basin—a circular pool which it would be impossible for a man to climb out of. At the foot of the canyon is a very large rapid, through which the boat goes so fast that she dips into them, taking in water, unless great care is taken. Should she get into the eddy, man and boat will be thrown on the bank whether they will or no. Below the canyon there is another rapid, which, however, offers no special obstacle to a man wanting to go through. I've been through.

WHITE HORSE RAPIDS.

Below that is what is known as the White Horse Rapid. Now, you can run the White Horse if you want to—at least you can try to. I don't. I traced up thirteen men who had lost their lives in running this rapid in a single season, and though I cannot say so for certain, I believe that this must have been a large proportion of those who made the attempt. Of course, for those who want to do the daring deed and talk about it afterwards, there is the White Horse Rapids to be run. I don't do it, however. Below at the Five Fingers the river is partially dammed by a conglomerate rock standing like a pillar in the stream. Avoiding it, let the boat go easy and all will be well. But see that the boat doesn't dip, or she will take much more water than you require. Below this there is another rapid, and then the smooth and unhampered river, from which on everything is all right.

THE DALTON TRAIL.

Of the Dalton trail I know nothing by personal observation—only by report. I had an interview with Mr. Dalton, from whom the trail is named, in 1896, and I have also talked with Mr. McArthur, our surveyor, who has spent some time in that district recently. Of course, the substance of his report cannot be divulged at present.

The summit of this trail is about 45 miles from the coast and 3,000 feet above the sea, the watershed is about 75 miles from the coast, and Dalton's trading post about 100 miles from the coast. Thence to the Pelly is 200 miles further. This route passes over a nice, undulating plain, well timbered in the valleys, and with grass on the slopes, but not enough to feed any number of animals. The first 34 miles of the Dalton trail is in disputed territory, the rest of it in Canada, just as is the case with the Dyea and Skagway trails. Now, for my part, I think it is our duty as Canadians to sink all political differences—to let the fire of patriotism consume all feelings that would tend to retard the acquisition of this most desirable line as an all-Canadian route to the Yukon —(applause)—so that we may enjoy as far as possible the benefits that region will bring if we use our rights wisely and well.

CANADA HAS THE BED OF THE YUKON.

We have the best end of the Yukon River —that is certain. In going down the Yukon in a steamer recently from Dawson City, the first 140 miles was made without any difficulty, and until we got below Circle City there was no trouble. But below that the steamer began to labor, the water got shallower, and the steamers have often been detained on sand bars for weeks. It is a common occurrence to be delayed hours, and even days on bars and on what is known as the Yukon flats, just below Circle City. Not once is there a difficulty of this kind found in our part of the river, but in the Alaska portion it is an everyday occurrence for a steamer to stick. I know of one steamer that stuck for three weeks, another that was on a sand bank for four or five days, until another steamer came along and bunted her off, and then stuck on the same bar herself—and I don't know how long she stayed there. (Laughter.)

The navigation of the Yukon River in the upper part is open from May till the middle of October ; while at the mouth it is not open before the 1st of July, and navigation does not last longer than the 1st of October —that is only from two and a half to three months—and it takes river steamers fourteen, fifteen and sixteen days to get up the river to Dawson. St. Michaels, the headquarters of the river boats, is 80 miles from the mouth of the river, and only in calm weather can river steamers cross that bit of open sea. Of course this route by way of St. Michaels with its river difficulties is not our road. We have a right to navigate the Yukon, but as I said before, it is not our route.

The Best Paint

Many people still think the best paint is made by mixing white lead and oil in a pot with a stick, or some other crude article. That's like spinning yarn with a wheel.

THE SHERWIN-WILLIAMS PAINT

is made from Pure White Lead, and Pure Zinc and Pure Linseed Oil. But it takes more than good material to make a perfect paint—that's only ONE of the essentials. The other is proper manufacture.

S. W. P. is mixed by powerful and exact machinery. It is then ground like flour between stones in heavy paint mills. In this process the oil and the pigments become thoroughly amalgamated. This gives greater and more perfect covering capacity, and more durability. The result is a better looking and a better lasting paint.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

HINTS ON STOCK-TAKING.

By Henry Chediston, in Ironmonger.

THE period of stock-taking is frequently one of unrest and ill-temper, yet, unlovable as it is, it is an absolutely necessary evil, for how can an ironmonger know how he stands until he is quite sure of his assets as well as of his liabilities. On the surface, the employe may not see that it is as necessary to him. Well, perhaps not, yet it may be of great benefit to him if he wishes some day to command a responsible position.

There is nothing so valuable in the mercantile market as a methodical man. Brains are indispensable, but are of little use unless wedded to system and method, and those who have them will have an opportunity of practising system during stock-taking. It is manifest that if this is to be of any use at all it must be thorough and got through quickly. Now, a muddler will start in confusion, continue in a like condition, fretting himself needlessly all the time, and end up with a statement that will not show the truth. On the other hand, a man who means to be of some use to himself and others will at once gather that this big job must be started and carried through in a systematic manner. "Veni, vidi, vici" is a fine motto for a methodical person, but between "vidi" and "vici" lies work as well as method and administration.

Tempers are safe to be a bit "off" under the best of conditions, for stock-taking is a harrassing time for the most urbane of mankind; but with good method, good heart and a determination to work well and cheerfully (not merely to grin and bear it, which at best is a poor substitute), much annoyance, inconvenience and time may be spared.

The ways and means of conducting stock-taking are multitudinous, some of them elaborate and others simple. I lean towards the latter, and the scheme which I will suggest is one which I have adopted for several years with excellent results.

The first thing to do, after having obtained a quantity of foolscap with double money columns, is to divide up the establishment into sections; then allot as many sheets as you think necessary to each section; divide them into single sheets and clip together at left-hand corners top and bottom, writing only to be on one side of each sheet. The benefit of thus fastening papers is that, should it be necessary later on to add others, all you have to do is to undo clips, attach extras, refasten and number on consecutively. Always number pages, as it saves the risk of losing papers.

When all the papers are ready locate each assistant to his section and commence operations. Brassfoundry may be weighed in toto and approximated, or, what is far better, when there are quantities bought and sold by dozen or gross, weigh one dozen, then the entire parcel, and arrive at the result by simple arithmetic. Screws and such like can be put down with size, number and class without prices, which can easily be carried out and discounted from Nettlefold's list when papers are added by manager or proprietor at the finish. Suppose you start on Jan. 1, and during that day two rows of shelves are completed. Next day several things are sold from these; all you have to do is to put down in a penny memorandum book (one or more of which should be in every section for the purpose and easy of access) what has been sold and net cost price of same, allowing the transaction to take its usual course. You will see the object of this later on. It must, however, be remembered that any goods sold, but not already taken stock of, must on no account be entered in this small book, because they will be credited already by reason of their not appearing in your stock sheets.

Wrought tubes and fittings, bar iron, sheet iron, etc., will, of course be weighed and priced out, as in the case of screws, from current list and discounts. All damaged, doubtful or unsaleable goods should be removed and placed together in a spot previously decided upon, to be examined by manager or principal and dealt with by him, either by being reduced in price or sent to local sales, which, personally, I have found an excellent medium for disposing of such goods. In a well-conducted concern, with a careful buyer and up-to-date assistants, this class of stock will always be small.

As soon as each section is finished the papers will be handed in for addition, while those whose portion is complete will assist those incomplete, either by dusting or repapering and facing parcels, or what not. It saves time to have two at a section, but it is not always practicable. I presume it is hardly necessary to intimate that the putting down of quantities is not the only thing to be done in stock-taking. Unless the fixtures and parcels show that they have been smartened up by the process, one of the objects of stock-taking has certainly been frustrated. Although as each section is finished it may be totalled, yet the small memorandum books must remain and be used until the whole of the work is completed, and they, too, will be collected and dealt with seriatim. As each section is finished the amount of goods sold from that particular section (and shown by small book or books) will be deducted, and so on all through.

Now, say there are ten sections all completed; the next thing to do is to abstract the goods from the day book from the first until the day on which the stock-taking is completed, and make that section 11. This is a right thing to do, as the day book is an index of all goods sold (except cash sales, of which more anon), and is counterbalanced by small books, thus giving in the end the real amount or value of goods sold out of stock during the process, which would otherwise not appear at all. Cash sales must come in this section, and can only be arrived at by totalling and deducting average profit. This is not likely to be a serious item in two or three weeks. Should there be large jobs in progress the materials-book must also be abstracted.

It will save much calculation, temper and time if prime cost of all goods when "marked off" is put in private mark, instead of list and discount. A little more trouble is necessary at the time, but it is well spent. Lastly, it should be borne in mind that as few goods as possible should be ordered during stock-taking, and these reserved till operations are completed before being put away. Goods ordered for a client and booked or sold for cash cannot be avoided, of course; but in this case the invoice should be marked in pencil "deduct," and the amount deducted from section 11 (day-book account)—otherwise January arrivals and invoices need not be noted.

By the above measures, carefully and systematically carried out with despatch, the state of affairs on Dec. 31 may be arrived at as nearly as it is possible, After such a clear up the establishment should look spick and span from top to bottom, and I think that if the year has been a favorable one, it would be a kind, just and most pleasing "finale" to an unpleasant and dirty job, if the employer distributed bonuses as soon as the state of affairs is known. That is the way to get good results. Human nature must be allowed for and considered, and then the employer will also be considered. Moreover, it should not be forgotten that they will not have improved their clothing in the operation, and a little help is worth a deal of pity.

Of course, some people prefer to put the whole matter in the hands of professional stocktakers; but it is an expensive luxury, while by this arrangement it need not cost 5s., except what it may please you to give spontaneously. It is not necessary, I am sure, to add that the totals of each section should be arranged on a separate paper and added for grand total.

A new steel bridge will be built over the St. Francis at Sherbrooke.

H. S. HOWLAND, SONS & CO.

37 West Front Street

WHOLESALE ONLY

Toronto.

To the Retail Hardware Trade of Canada

Before placing your orders for

Window Glass, Putty, Hinges
Cut Nails, Wire, Rope, Chain
Wire Nails, Axes, Steel
Horse Nails, Files
Horse Shoes

Miners' Picks, Shovels, Etc.

and any other staple lines, it will pay you to submit your specifications to us for prices.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

Toronto

Graham Cut and Wire Nails are the Best.

RECORD ORE SHIPMENTS.

THE year 1897 has witnessed quite a revival in the iron trade of the Lake Superior district of the United States. The year opened up with a general and great depression, 3,000,000 tons of unsold ore lying at the port docks, and business unsettled, with small demand for and production of pig iron. Yet, before it closed, there had been experienced the best year in its history. The production of pig iron has increased one third during the year, and the furnaces of the United States are now consuming about 20,000 tons of ore per week more than ever before in the history of the business.

The iron ore shipped by water from Lakes Superior and Michigan amounted to nearly 2,500,000 tons, as compared with 1895, the previous record year. There were about 1,000,000 tons more of ore sold on the docks at the end of last year than at the end of 1895.

In 1897 about 40 per cent. of the production of the lake region came from Minnesota, and of this 75 per cent. came from a comparatively new range, the Mesaba range. This is a good showing for Minnesota, as six years ago there were but two mines in the State. This year 22 mines shipped ore, 18 of these being on the Messba range.

The work of handling this quantity of ore is a great undertaking for the railways over whose lines it goes. One railway handled from April to the close of navigation over 2,650,000 gross tons of ore in addition to other traffic. In the busiest seasons heavily loaded trains have followed each other every few minutes over the whole length of the road, 100 miles. The ore traffic of this little road is equal to a tonnage of 10,000,000 bushels greater than the grain business of the longest and most important wheat road of the world in its busiest year. This road is preparing to add 1,000,000 tons to its business this year.

Great improvements have also been made in facilities for lake traffic, including an addition of about 33⅓ per cent. to the capacity of all the larger ships plying the upper lakes.

If the present consumption of iron ore from the lake district continues at the present rate, nearly 15,000,000 tons will be required during 1898. Of this Minnesota will probably produce 7,000,000 tons, as compared with 5,559,000 tons in 1897. One million five hundred thousand dollars is now been spent in the development of the Minnesota mines. Two or three new mines may start operations during the present year on the Mesaba range. For exploration and prospecting purposes, another range, the Vermillion, shows great opportunities.

Another feature of the past year has been that labor at mining towns has been well paid, and the condition of the mining settlements has improved greatly, and is now in excellent condition. The prospect seems to be that the condition of things will continue to improve.

During the last 40 years 120,000,000 tons of ore have been shipped from the lake districts, of this 85,000,000 during the last ten years.

HIS HOST WAS PREPARED.

A well-to-do Georgia farmer invited a merchant friend to dine with him. The merchant was known for his crankiness, and had once tried to shoot people for imagined wrongs. The farmer had considerrble business dealings with him, and they were on the best of terms. However, the farmer always kept a wary eye on him.

Several days after the dinner at the farmer's house the merchant said to him: "I can't account for the queer feelings and impulses I have occasionally. For instance, the other day when I was dining at your table it suddenly came into my mind to kill you, though I had nothing in the world against you. I had a pistol in my pocket at the time, and once I had my hand on it, when the strange feeling passed from me."

"Don't let that bother you," said the farmer. "I knowed all about your failin's in that line, an' I wuzn't asleep when I saw your hand go to your hip. My Son, John, was standing in the hallway with a shot-gun leveled at you, an' you just did save your bacon by changin' your mind. Ef yer hadn't he'd er blowed daylight through you."—Atlanta Constitution.

IS PLATINUM GOING TO WASTE?

The Minister of Mines invites the owners of placer claims within the province to send a few ounces of black or gray sand obtained in washing the gravel for gold, as it is believed that platinum and perhaps iridium are frequently passed over and lost by the prospector as they have much the same appearance as iron. These minerals are as valuable as gold, especially iridium, and if, as there is every reason to believe, they prevail to a considerable extent, a new source of wealth is available. If samples such as suggested are sent, addressed to the Provincial Mineralogist, Bureau of Mines, Victoria, stating the name of the creek and locality, they will be assayed free of charge and the result made known to the owners. It is to be hoped the invitation will be very generally accepted, and that good results will follow.—Nelson Economist.

TRAVELERS' SAMPLES.

Customs collectors have received a memorandum of the revised and consolidated regulations as to what goods are to be admitted free of duty as travelers' baggage or travelers' samples. All personal baggage which is necessary for the traveler and is not merchandise or intended for others is to be admitted free. With regard to travelers' samples the regulations are very stringent and admit free of duty only cut samples of cloth, edgings, textile fabrics and buttons of various patterns and other articles which show clearly they are of use as samples to sell by only. Portfolios, boxes, trunks or other articles used in displaying samples, if it is possible to use them for any other purpose, are dutiable, and samples such as those carried by commercial travelers are dutiable except such as are of no commercial value.

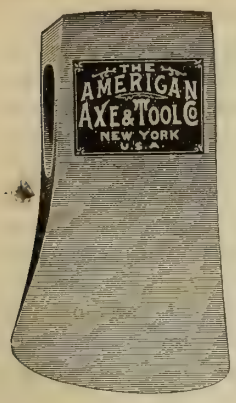
"JOHN" NEED NOT ROCK THE CRADLE.

A motor-cradle is said to be the latest domestic invention, and a strong-minded lady who has purchased one declares that if science goes on much longer with improvements of that kind there will soon be nothing left for her husband to do. The thing is said to be a great advance on the hand-rocked article, and can be worked with either electricity or petroleum. The motion may be accelerated or slackened by simply turning a screw, and one great advantage is that the berceau does not cease swinging though the baby may be left in the room alone. There are, of course, doctors who say that a child should not be rocked at all, but few mothers are of the same opinion, and with the majority the motor-cradle will, no doubt, become popular.

A BIG CAST.

There was cast at the Londonderry Iron Works on Friday a water pipe which the company claim to be the largest pipe of the kind ever manufactured in Canada. The pipe is 42 inches in diameter, made of Nova Scotia iron and weighs nearly three tons. It was ordered for a culvert on the P. E. Island railway and will be placed in position in a few weeks. The largest water pipe heretofore cast was 36 inches in diameter, and the casting of this monster 42-inch pipe was watched with some anxiety, but the process was very successful. This class of water pipe is now being largely used in the construction of railway culverts.—Chronicle.

The John Abell Engine and Machine Works Co., of Toronto, mauufacturers of engines, separators and mill machinery, have opened a branch at 144 Princess street, Winnipeg.



The American Axe & Tool Company

MANUFACTURERS OF

Axes, Adzes, Hatchets, Mattocks, Picks, etc.

T. C. COLLINS
No 10 St. John St., Montreal
Agent for Canada.

253 Broadway
NEW YORK

Catalogues and Price List on application.

WHY SOME MEN FAIL.

SOME men make excellent clerks, says an exchange. They are honest, reliable and industrious, but are lacking in executive ability and the qualities neccessary for the management of details. They are all right if they have some one to plan the campaign. They can then carry it out, but they are entirely at sea when compelled to depend upon their own resources.

Laziness causes many a man to miss that success which he might obtain were he alert. Many men start well, and make some progress, but as they see things going along smoothly, they think they can now "take it easy," and so leave the management of their stores to irresponsible clerks while they go on a hunting or a fishing trip, or spend many hours loafing around hotels when they should be behind their own counters.

A man cannot make a business success in this way, and he will be surprised to see how his trade is drifting away from him.

A man to succeed in these days of keenest competition must work hard. He must have a constant oversight upon the minutest details of the business, and though he may not perform every task himself, he should know that it has been done properly by his subordinates.

Extravagance ruins many a man who otherwise might have achieved fortune. Young men on a salary are content and save a portion of it. But when these same men start in business, they are not content with their former pay. They fail to realize that in its initial stages every dollar left in the business is worth more than two dollars when a business is fully established.

AMONG THE RETAILERS.

Importance of Good Buying.

How often one hears a merchant state that his neighbor is selling as low as he can buy, and sometimes that a competitor is offering his goods at less than wholesale rates. If the matter were thoroughly investigated, I am persuaded that it would be shown that the dealer, who is thus selling cheaply, struck a snap in buying. This has been evidenced this season in skates. Some Toronto dealers are selling skates at prices which seem a certain loss to their competitors who did not buy as cheaply as these dealers did. Often an undoubted bargain is offered to a retailer, who sees at once that it is a snap, but, in order to be on the safe side, he just buys an ordinary supply, or, if he has some of the goods in stock, he does not buy. A rival merchant, seeing the article will sell at the price, buying a big supply, has a special sale, and, though selling at a good profit, he easily disposes of the lot, besides advertising his store, and selling many other articles he might not have otherwise sold.

THE RAMBLER.

PATENT REPORTS.

Below will be found the only complete report of patents recently granted to Canadian inventors by the Canadian and United States Governments. This report is specially prepared for this paper by Marion & Marion, solicitors of patents and experts; head office, 185 St. James street, Temple Building, Montreal.

American Patents. — 596,472, Charles Booker, Toronto, device for preventing filling of bottles; 596,861, Clotilde F. B. Durand, Montreal, portable fire extinguisher; 596,833, Philip Nicolls, Toronto, double vent double flushing water closet; 596,907, Addison Norman, Toronto, electric cable for propulsion of vehicles; 597,071, John Sigurdson, Glenboro', bedstead, table, sofa, or chair; 597,347, William S. Wilson, Brantford, back pedalling brake.

Canadian Patents.—58,460, A. Benoit, St. Henri, Montreal, medical composition; 58,408, O. C. Beloin, East Providence, folding table; 58,436, A. Pageau et al., Montreal, smoke consumer; 58,612, Lefebvre et al, Lowell, Mass., chimney cleaners.

John Bowman Hardware & Coal Co.

LONDON, ONT.

Linseed Oil, Glass, White Lead, Mixed Paint, Spades and Shovels, Screen Wire, Screen Doors, Fence Wire, Harvest Tools, **Shelf Goods and Cutlery.**

YOUR SPRING ORDERS SOLICITED.
CLOSE PRICES.
NEW STOCK ALL BOUGHT FOR CASH.
PROMPT SHIPMENT.

MACHINERY AND MECHANICAL DEPARTMENT.

COST OF STEAM POWER IN THE STATES.

BY R. D.

At the recent meeting in New York of the American Society of Mechanical Engineers, a paper, prepared by Mr. F. W. Dean, was presented, from which I have extracted the following statistics which show, to a great extent, the progress of the steam engine in the last 27 years. By giving us the cost per horse-power per year at the present time compared with what it was 27 years ago he gives us the cost of a mill steam plant and the cost required for its operation, of plant of 1,000 horse-power or over, in average mill town in the State of Massachusetts removed from tide water.

The very best steam plant of this power 27 years ago, including a pair of simple condensing engines using 20 lbs. of steam per horse-power hour, boiler evaporating 8 lbs. of water on total coal used, building chimney and all accessories, cost $70 an indicated horse-power. The fixed charges on such a plant were interest at 6 per cent., depreciation at 4 per cent., repairs at 2 per cent., insurance 1 per cent., making a total of 13 per cent.

13 per cent. of $70	$ 9 10
Cost of 2½ lbs. of coal per I.H.P. per hour at $7.10 a ton	24 40
Attendance to boilers— 3 day men at $1.50; 1 night man at $1.50	1 85
Attendance to engine— 1 engineer at $3; 1 assistant at $2	1 54
Oil, waste and supplies	1 25
Total yearly cost per horse-power	$38 14

The very best plant of 1,000 horse-power can be installed to-day complete, including building, chimney, compound engines using 12.5 lbs. of steam, boiler evaporating 9 lbs. of water on total coal used, economisers and all accessories, for $57 per I.H.P. Such a plant can be run on 1.4 lbs. of coal per I.H.P. hour for total coal consumed, against 2.5 lbs. of 27 years ago. The fixed charges are interest at 5 per cent., average depreciation at 3½ per cent., repairs 2 per cent., insurance and tax 1 per cent.; total, 11½ per cent.

11½ per cent. of $57	$6 55
Cost of 1.4 lbs. per I.H.P. per hour at $3.85 a ton	7 41
Attendance to boilers— 2 day men at $1.50; 1 night man at $1.50	1 39
Attendance to engine— 1 engineer at $3.50; 1 assistant at $2	1 69
Oil, waste and supplies	80
Total yearly cost per horse power	$17 84
Saving in 27 years in first cost	18.6 per cent.
Saving in 27 years in operation	53 do.

On the supposition that superheated steam can reduce the steam consumption to 10 lbs. per indicated horse-power hour, and that the combined efficiency of boilers and economisers is not affected thereby, the cost of installation of 1-horse power can still be taken at $57; the cost of coal per indicated horse-power will be $5.88; other charges will be $10.43. Total yearly cost per horse-power, $16.31.

This makes a saving of yearly expenses, compared with the best present plants, of 8½ per cent.

If triple expansion engines be used, which only use 1.25 lbs. of coal per I.H.P. per hour, the expenses of installation would be a little increased, and the operation would only have a yearly cost per horse-power of

Coal	$ 5 29
Other charges will be	10 43
Total yearly cost per horse-power	$15 72

Or triple expansion engines running with superheated steam would develop a horse-power yearly for the small sum of $14.62, including all expenses, as previously mentioned.

THE EXPANDING AUGER.

The invention of an expanding auger, by which a hole may be bored larger at the bottom than at the top, was for a long time thought impossible, but it has been successfully accomplished, and has simplified many of the operations of building and other systems of construction. As the auger enters the wood, explains an exchange, a movable slide bit or cutter is forced outward from the bottom of the cut by turning a thumbscrew on the body or stem of the borer. Thus the hole may be made a third larger at the bottom than at the top if wished. The advantages of this are apparent. In securely fastening the tenon or piece which enters the hole all that is necessary is simply to "check" its end and insert or merely start at wedge. In driving the piece home the wedge strikes the enlarged bottom of the mortise or bore and expands the entering piece to a complete and water-tight jointure.

U. S. WIRE IN GREAT BRITAIN.

Some apprehension evidently prevails amongst English wire manufacturers with regard to the probable effect upon this branch of trade as the result of the recently-formed American syndicate. Already the competition, especially in wire rods, has been excessively keen, and the representative of one of the largest manufacturers in Lancashire remarked to me the other day that there was a very sinister aspect about the new American combination. Now that they had secured themselves from local competition in their home trade, where they were abundantly protected as regards foreign competition, American manufacturers, being assured of ample profits upon all home business, would be free to push any surplus stocks upon the European markets at any price that might, for the time being, suit their purpose, which frequently meant considerably under cost. They had already secured one or two important markets which had hitherto been held by English manufacturers, and had even ousted German manufacturers out of positions from which they had previously driven British productions. —Ironmonger.

THE "DUPLEX" BATH.

Learning that the Toronto Steel Clad Bath Co., Limited, had something new in the way of baths, our representative waited upon them some days ago and learned from the manager the following facts, which will, no doubt, be of interest to the trade: The "Duplex" bath is a sheet metal bath, similar in appearance to the well and favorably-known "Steel Clad." It is lined with sheet copper which is deposited on to the steel shell by the electrolytic process. This process is now being used in England and other countries in the production of sheet copper, copper tubing, etc. As the electric current acts as a refining agent it is certain that the copper used in this process is pure, and another advantage gained is that the company virtually produce their own sheet copper and apply it to their baths by one and the same operation. The saving in time and labor thus effected is apparent, but in no way more than in the very low price at which the bath is listed. We predict for this article a large sale.

ASSESSMENT OF ACADIA MINES.

The municipal clerk of the Colchester County Council has brought up the matter of the great reduction in the assessed property at Acadia mines of the Londonderry Iron Co. A few years ago their assessment amounted to $100,000, last year it was $90,000, and for 1898 the value assessed is but $52,000. The district has appealed to the general assessors against such a low valuation. The clerk was instructed to prosecute the appeal before the general assessors.

WILL MANUFACTURE POTTERY.

Dr. Roughsedge, of Edmonton, manager of the Black Sand Metal Extracting Co., of South Edmonton, left recently for the east. The doctor has control of a large amount of money which he will seek, while in London, Eng., this winter, to direct towards a further extension of the company's operations on the Saskatchewan, for which purpose the clay there is well adapted.—Sentinel, Pilot Mound, Man.

DEALERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth? Do you know that the sale of

Enameline

The Modern STOVE POLISH

in Europe is more than the entire output of any other brand of Stove Polish in America? Such is A FACT! Why? Because Consumers and the Trade demand ENAMELINE.

BRITISH COLONIAL TRADE.

Mr. Ben Thornes, a colonist from Ringarooma, who writes to a Yorkshire contemporary with a most intelligent appreciation of a difficult situation, affirms that there is an excellent chance of Great Britain regaining her colonial trade in tools. The facts, as they are, are a gloomy study in our insular contempt for foreign demands. This gentleman affirms that in the district of Tasmania there is not a single axe of British manufacture. He goes further: "There are about fifty gold and tin mines at work within twelve miles of this township. Out of the thousands of implements in daily use I do not think you could find 100 of British manufacture." A pretty comment upon colonial expansion, isn't it? The same story is told of the Cape—the Americans claim the trade in tools; and although "slaughter" prices obtain, it is not a question of price so much as quality and design. The tools of American make are of unmistakably excellent quality and temper. Mr. Thornes says: "I am convinced that a far superior article, whether axe, pick, shovel or mattock, can be made at Sheffield or Birmingham than at Philadelphia or Pittsburg. To all intents and purposes the British colonies offer new markets to your manufacturers, and the best in the world. There is a great demand now." The opportunity presents itself; we seem impotent to seize it; the manufacturer appears to be paralyzed. In any case he does not press home certain natural advantages, as, for instance, his claim on his kindred, the present colonial enthusiasm for things British, easier and more constant (if dearer) transport.—Hardwareman.

ORIGIN OF "DEADHEADS."

Very few of our readers are probably aware of the origin of the word "deadhead," which is so frequently used in connection with theatrical representations. It is stated to be as follows: Many years ago, at the time of turnpikes, the principal avenue of a town passed close to the entrance of a road leading to the cemetery. As this cemetery had been laid out some time previous to the construction of the road it was arranged that all funeral processions should be allowed to pass along the latter free of toll. One day as a well-known physician, who was driving along this road, stopped to pay his toll, he observed to the keeper, "Considering the benevolent character of our profession, I think you ought to let us pass free of charge." "No, no, doctor," said the gate-keeper, "we can't affard that, you send too many deadheads through as it is." The story traveled around the country, and the word "deadhead" was eventually applied to those who obtained free admission to the theatre.—New York Ledger.

LIQUID AIR GUN.

A rifle, fired by liquid air, is the latest invention for war. The inventor is a Frenchman named Paul Giffard, and his new weapon, if all that is claimed for it be true, will revolutionize the whole theory and practice of gunnery, for cannon, as well as small arms. In the conflicts of the future gunpowder will be dispensed with.

Air liquefied under enormous pressure is the explosive used for M. Giffard's new rifle. It is loaded into a reservoir beneath the barrel. The trigger is pulled, causing a little valve to open and permitting a single drop of liquid air to escape from the reservoir. The magazine is full of conical bullets, and one of them always lies in the barrel of the rifle until fired and succeeded by another. The liberated drop of air instantly expands in a small chamber behind the bullet, and the power of its expansion is so tremendous as to discharge the projectile with a velocity approximating half a mile a second. No combustion having occurred there is no smoke, of course. Stranger yet, there is no sound—no report to give notice that the gun has been fired. In the battles of the future men will fall without knowing from what direction they are struck. The magazine holds 150 bullets, and can be filled in six seconds. The projectiles can be discharged in a steady stream.

Bertram, Wilson & Co.

Lumbering Supplies
Axes
Saws and Files

Chain
Peavies
Pike Poles

IRON, STEEL, HARDWARE AND BICYCLE MERCHANTS

53 Yonge Street TORONTO

TWO MANITOBA HARDWAREMEN.

HARDWARE AND METAL this week had a pleasant chat with a couple of hardwaremen from Manitoba, who are at present in Toronto on a buying trip. The one is Mr. J. A. Schoenau, of Virden, and the other is Mr. G. Silvester, of Elkhorn. As they are doing business within about 18 miles of each other, they are buying their goods together and having them shipped together in order to save freight.

Both were emphatic in their statements in regard to the satisfactory character of trade during the latter half of 1897.

"The outlook for 1898 is good," said Mr. Schoenau. "Prices of farm produce are good. We are looking for quite an increase in trade this year, and will be badly disappointed if we do not get it.

"We have been having it pretty bad up there of late years. A farmer can get along pretty well with wheat at 50c. per bushel, but when it gets down to 30 to 40c. per bushel of course he is losing money; and that is what our farmers have been receiving until within the last year or two. But, of course, that is all a thing of the past."

"Yes, indeed it is," interposed Mr. Silvester. "Seventy-five to eighty-five cents per bushel is now being paid right along for wheat, while oats are worth 30 to 35c. right on the street. Then potatoes. Last year, or rather in 1896, you could buy potatoes at 25c. per bag. I had an acre of potatoes which I gave away, but only a few of them were taken off the ground. Now potatoes are worth 35 to 40c. per bushel."

"Then there are the creameries" remarked Mr. Schoenau.

"Yes, then there are the creameries," repeated Mr. Silvester. "Creameries are springing up all over the province, thanks largely to the efforts of the Provincial Government. The Government gives one hundred dollars, you know, to every creamery which starts up."

Then Mr. Silvester launched into praise of the Greenway Government, and referred in eulogistic terms to its efforts to promote the Duluth railway scheme, while Mr. Schoenau laughingly interjected:

"He's a Grit you know. I'm a Tory. But I believe with HARDWARE AND METAL that we should support business men for Parliament and the Legislative Assemblies."

"Down this way," said HARDWARE AND METAL, "we do not look upon the Duluth railway scheme with favor. It will tend to favor a foreign port at the expense of a Canadian port."

"I know you don't," replied Mr. Silvester. "But the people up our way feel that it is going to give them cheaper freight rates, and that is what is wanted."

"That is the way it is," added Mr. Shoenau with a nod.

"But can the Greenway Government guarantee the ten cent rate which is talked about?" asked HARDWARE AND METAL.

"Well, I don't know," replied Mr. Silvester. "Mr. Greenway says it can be guaranteed."

During the conversation Mr. Silvester referred to the Washakada Indian Home which was being constructed, at Elkhorn, by the Dominion Government, at a cost of $60,000, some of the material for which he was supplying. He further stated that there were four elevators and one grist mill at Elkhorn.

Messrs. Shoenau and Silvester leave for home next week.

BRITISH TRADE FOR 1897.

The Board of Trade returns for 1897 show that while imports from all countries increased 2 per cent. from 1896 the imports from Canada increased 25 per cent. The chief increases are: Wheat, £782,000; cheese, £760,000; butter, £105,000; eggs £15,000; timber, £1,303,000; cattle, £437,000; fish, £91,000. The decreases were: Wheat, flour, £13,000; sheep and lambs, £30,000; bacon, £172,000; hams, £105,000. Exports to Canada decreased nearly 6 per cent., and exports to all countries over 2 per cent.

A CONTRACT FOR STAIRS.

H. R. Ives & Co., of Montreal, have received the contract for the stairs and ornamental work to be used in building the new Sun Life Insurance building at Ottawa. The stair trimmings are to be plated, and the work will be finished in a style similar to that in use in the Canada Life building, Montreal. They have also received the contract for heating the Sun Life building, at Hamilton, with their "Buffalo" heaters.

CATALOGUES, BOOKLETS, ETC.

MEDALS AND PUZZLES.

The Alabastine Co., Paris, Ont., have got up this year a dainty aluminum souvenir medal, which its travelers will use as business cards. The firm is also sending out to the trade thousands of puzzle cards called "the alabastine trotter," which is bound to attract considerable attention. The trade should write for these souvenirs.

HAVE THE RIGHT TO MAKE BRASS BEDS.

H. R. Ives & Co., of Montreal, have secured the exclusive right to manufacture in Canada certain lines of English and American brass bedsteads, including many new patterns. A post card will bring a catalogue of these goods.

TRADE CHAT.

THE GOLDEN, B.C., ERA says that 30,000 people are now waiting at Seattle to go to the Klondyke, and a despatch says that a steamer left Victoria, Thursday, last week, with 600 passengers, bound for the same destination. It is expected that in a few weeks one steamer will be leaving Victoria every day with that number of passengers aboard.

Mr. A. H. Burnett, who for the last twenty years has conducted a prosperous blacksmithing business in Hopeville, has retired in favor of his son.

A petition is being circulated in Essex county asking the Ontario Government to change the open season for quail, as these birds are becoming scarce and need more protection. The open season is now from Oct. 15 to Dec. 15, and the petitioners desire that it should be from Nov. 15 to Dec. 15.

Mr. Albert Worswick, an old Guelph boy, who has spent the past two years in Africa as an advising electrical engineer, will visit his home shortly. His company has selected him to install an electric street railway in New Mexico. He will visit the Old Country on his return, and also spend a short time in Guelph.—Guelph Herald.

The Ontario Gazette announces the granting of a provincial charter to the R. McDougall Company, Limited, of Galt. The capital of the company is $30,000, and the names of those asking incorporation are: R. McDougall, sr., T. McDougall, A. J. Oliver, R. McDougall, jr., and Elsie McDougall. The company will conduct a general foundry business.

The action brought by the Electrict Light Co. against the Skinner Telephone Co. was finally decided in favor of the Electric Light Co., the court of appeals confirming Mr. Justice White's judgment in the Superior Court, condemning the latter to pay $218 and costs for having allowed their wires to come in contact with those of the Electric Co., by which the dynamo at the station house was destroyed. The action as originally instituted was for $400.—Guardian Richmond.

Mr. A. Rutherford, proprietor of the well-known stove and tinware business on Upper Wyndham street, Guelph, has decided to put in a complete stock of hardware.

A mining exchange has been formed in Toronto. The exchange is limited to a membership of 15, and a call board is to be held at least once a day. The officers are: President, J. A. Currie; 1st vice-president, F. McPhillips; 2nd vice-president, W. C. Fox; secretary, C. B. Murray; treasurer, S. Bassett.

FOR SALE.

THE BEST HARDWARE BUSINESS IN ONtario; no opposition; the best stand in town; stock about five thousand. For further particulars address Box D, HARDWARE AND METAL. (t.f.)

HARDWARE STOCK FOR SALE IN THRIVING village in Western Ontario, no better section in Canada; good reason for selling. Box D, HARDWARE AND METAL. (6)

SITUATION WANTED.

SITUATION WANTED AS CLERK IN HARDware store; two years experience: first-class references. J. Campbell Perry, Clifford, Ontario. (6)

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

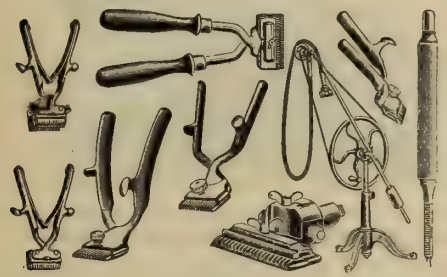
.....Ask your jobber for our goods.

THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

W. GORDON & CO.
SCALE MANUFACTURERS
587 St. Paul Street
Montreal

All kinds of Scales made and repaired.
Write for Catalogue.

PATENTS
PROMPTLY SECURED
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS,
Temple Building, 185 St. James Street, Montreal.
The only firm of Graduate Engineers in the Dominion transacting patent business exclusively.
Mention this paper.



HAIR CUTTERS of every description — Hand and Power. You want the best. They are manufactured only by The COATES CLIPPER MFG CO, Worcester, Mass. Catalogue on application.

MADE THE SALESMAN ANGRY.

The stove salesman looked decidedly disgusted as he threw himself into the chair in the hotel lobby, and his chum, the cigar salesman, asked him what ailed him. "It's that confounded school. Our sales manager has an idea that men who have sold stoves for years should be pointed out the difference between a stove and a rocking horse. Our house have patented an ash receptacle and some patent lawyer has written a complicated torture of the English language after this fashion: 'For a combination of an upper flange X X with radially extending slots parallel to same substantially as described, etcetera etceterum.'

"Now our sales manager is stuck on these hieroglyphics, and is making us poor devils pass a written examination in the patent shark's gibberish. It's all infernal nonsense."—American Artisan.

A NEW METAL POLISH.

The Mechanics' Supply Co., Quebec, are placing a new metal polish on the market called the "Gilt Edge," which, no doubt, will meet with popular favor when once used. This polish has been handled for some time in the city of Quebec and it has met with such success there that they are now desirous of establishing agencies all over the provinces of Quebec and Ontario. It is put up in neat shape and will be an ornament to any retailer's shelf as well as proving a good thing to those handling it, as when once introduced it will sell itself. Write at once if you want the agency for your town and full particulars will be sent.

EXPORTS OF BICYCLES.

During the first three days of the week a large number of wheels were exported by Toronto manufacturers. The invoices of the consignments gave the value of the goods at over $80,000. The Massey-Harris Co. sent their wheels over the C.P.R., via Vancouver, for Australia, and the Lozier and Gendron companies shipped their wheels to France and Germany.

A TASTY CALENDAR.

Pretty 1898 calendars are plentiful, but one of the tastiest that HARDWARE AND METAL has received is being distributed by the Mechanics Supply Co., of Quebec. It is well printed, and is illustrated by cuts of heating and other apparatus handled by them. Your name and address on a post card, mentioning HARDWARE AND METAL, will secure one.

CASH DISCOUNT ON BRUSHES LOWER.

The reduction of the cash discount by the hardware dealers does not seem to have stopped with dealers in that particular. Chas. Boeckh & Son, brush manufacturers, Toronto, have now reduced their cash discount from 5 per cent., 30 days, to 3 per cent., 30 days.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

Improved Wanzer Lamp

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

WANZER.

WANZER LAMP & MFG CO.
HAMILTON.

ONE DOLLAR A YEAR

★
Sample Copy Free
★

D. T. Mallett
Publisher
271 Broadway
New York

"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?
WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of 10 cents

HARDWARE AND METAL, Toronto

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 20, 1898.

HARDWARE.

TRADE in general hardware has not opened out fully yet, but the general outlook seems to be bright for the coming season. A few of the travelers have got out in some districts in Eastern Ontario and they report prospects bright, and already some fair orders, for general assortments of goods, have been received from them. The remainder of the travelers expect to be out in their territory by Monday at the latest. Mail orders have been noted and one firm reports several large orders from British Columbia and the Northwest among them. As a rule trades are expecting great things from the demand from these sections during the ensuing season. Values generally are steady.

BARB WIRE — There has been little change in this line as yet, business continuing quiet.

PLAIN WIRE—There is the usual amount of trade passing. There have been some modifications in the list, making bright and annealed uniform in price, but the alterations are not important. The new list, in detail, is given elsewhere.

WIRE NAILS—Orders for forward delivery have been better this week, but the actual movement of goods is light. The base price continues unchanged at $1.90 f.o.b. Montreal.

CUT NAILS—The changes in the list have no: led to any increased demand, business being light on the whole. The hase price of $1.85 was untouched, with the usual rebate to regular jobbers, delivery being f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—There is a fair trade in horse nails, and discounts remain at 50 per cent.

HORSESHOES—Business in these has picked up a trifle. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—There has been a fair demand for these for forward and prompt shipment. Discounts are: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS WIRE — Trade is moderate and prices steady on the basis of 20c. per lb. up to No. 16 gauge.

COPPER WIRE—The same remarks apply to copper wire which we quote at 20c. per lb. up to 10 gauge.

BOLTS—There is a fair enquiry for these in a moderate way. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS, ETC.—Business much the same. Discounts are: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES—Quiet and steady: 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CORDAGE — Trade quiet with neither makers or jobbers disposed to urge business, and the future of the market quite unsettled. We quote as follows: Sisal, 7-16 and upwards, 6½c.; ⅜, 7c.; 5-16 and ¼, 7½c., and 3-16, 8c.; manilla, 7-16, 7½c.; ⅜, 8c.; 5-16 and ¼, 8½c., and 3-16, 9c.; lath yarn, 6c.

CHURNS—Only a few orders are noted.

CLOTHES WRINGERS — Without change the price being $29 for Royal Canadian.

SPADES AND SHOVELS—Trade quiet and discounts unchanged.

SKATES—Without feature, business ruling quiet.

CUTLERY—Dull and unchanged.

BUILDING PAPER — The actual movement is light, and orders for forward account are light. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —Only a few orders are noted. We quote: Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.; 12 inch up, $2.50 per 100 lbs.

SHOT—Unchanged: Dropped, 6c.; chilled 6½c., and buckshot, 7c., less 12½ per cent.

CEMENT — Demand quiet and prices steady: English $2.15 to $2.25, and Belgian $1.95 to $2.10.

FIREBRICKS—Only a few small lots are being taken, prices ruling steady at $21 per 1,000 as to brand.

METALS.

Metals and heavy iron continue steady, with an average trade in all lines for the season.

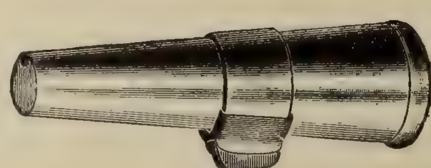
PIG IRON—There has been no change in the pig iron situation. We quote: No. 1 Hamilton, $16.50; No. 2, $15.50; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50.

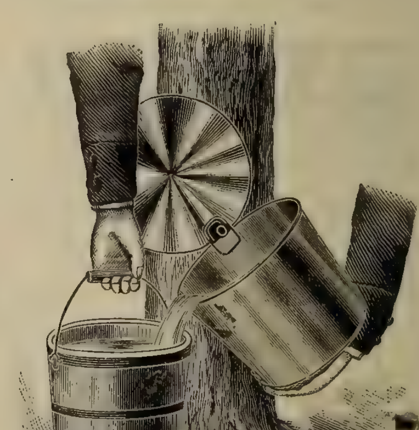
BAR IRON—There is little or nothing doing, prices ruling steady at $1.45.

BAND IRON—A few small orders are noted, the basis being $1.75.

Sap Spouts

RECORD PATENT





This pattern has replaced all others in the United States market, and large quantities have already been sold in Canada.

These are made double with the small end closed, with the exception of a small hole, sufficient only to allow the sap to percolate, this prevents the air getting to the wood and thereby damaging the tree.

This spout does not injure the tree and will draw 30 per cent. more sap than any other pattern.

For price write

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver

OLIVER WIRE COMPANY

BARBED
ANNEALED
GALVANIZED

NAILS
STAPLES
FENCING

Pittsburgh, U.S.A.

The only manufacturers in the world who absolutely control the production and reduction of all the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.

Canadian Agents ... **Montreal**

Fire Bricks

Drain Pipes

Contractors' Supplies

F. HYDE & CO.

31 Wellington street, **MONTREAL**

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

"THE LEADER"
Ask your dealers for
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

HOOP IRON—The feeling in hoop iron is rather firm and $2 has been refused this week, jobbers asking $2.10 to $2.15.

SHEET IRON—There has been a moderate enquiry for sheet iron, and we modify our quotations as follows: 10 to 16 gauge, $2.10; 18 to 20 gauge, $1.80; 22 to 24 gauge, $2; 26 gauge, $2.10, and 28 gauge, $2.15 per 100 lbs

SHEET STEEL—Steady and unchanged on the basis of $2.25.

GALVANIZED IRON—There has been some fair enquiries for galvanized iron, while prices rule steady on the basis $4 to $4.15 for No. 28 Queen's Head..

TINNED IRON—Quiet and unchanged, at 5½c. for 6x30 No. 24; other sizes and gauges, the usual extras.

LEAD PIPE—Continues quiet, with prices steady at 7c. for lead pipe, and 7½c. for composition waste; discounts, 27½ per cent. off.

PIG LEAD—Only a few small lots are asked for, and prices hold steady at $3.75.

INGOT TIN—Quiet and unchanged at 16c.

INGOT COPPER—Dull and featureless at 12c.

SHEET COPPER—As last quoted. Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—Very little doingp, rices ruling steady at $2.10 to $2.25.

TIN PLATE—Trade rules quiet and prices steady. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway grade, $3.25; do, I. X., $4 to $4.10; P. D. Crown, I.C., $3.80; do. I. X., $4.80.

TERNE PLATES—Trade quiet and prices steady at $6.

COIL CHAIN—A few orders have been booked this week. We quote $2.85 for ⅝ up.

SHEET ZINC—Steady and unchanged at 5 to 5¼c.

SOLDER—Dull at 11 to 11½c.

SPELTER—Some holders ask more than $4.70, and we quote $4.70 to $4.75.

ANTIMONY—Unchanged, at 10½c.

IRON PIPE—Trade quiet as yet. We quote: Black pipe, ¼-inch, $2.05; ⅜-inch, $2.05; ½-inch, $2.40; ¾-inch, $2.85; 1-inch, $4; 1¼-inch, $5.15; 1½-inch, $6.65; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

GLASS.

Business in glass still rules quiet under a moderate demand, but prices are steady. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

GREEN WIRE CLOTH

A good article is made of 33 steel wire, 12 mesh, finished with a good covering of a durable paint.

This is a description of the article made by us and there is none better; see that you get it.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.

ROLLING MILLS

.. *MONTREAL*

MERCHANT BAR IRON—

			BRAND
Best Refined		Bar Iron	AVB
"	"	Rivet Iron	AVB
"	"	Horseshoe Iron	
Ex. Best	"	Bar Iron	AXB
"	"	Rivet Iron	AXB
"	"	Stay Bolt Iron	AXB
"	"	Hammered Iron	AHB
"	"	Charcoal Iron	ACB

**Tyre, Sleigh Shoe,
Axe and Rivet STEEL.**

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Fishing Tackle.

TRADE MARK.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

ALLCOCK, LAIGHT & WESTWOOD,
73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

PAINTS AND OILS.

Business begins to open out favorably in this department, orders for immediate as well spring delivery being reported satisfactory. The new season's price lists quote white lead without alteration, but putty is quoted higher in sympathy with advancing values in linseed oil. Turpentine is very strong also and there is a prospect of tightness before the new crop comes on the market. Linseed oil is firm and a slight further advance may be looked for. New season's prices for Paris green are given out as follows; 250-lb. kegs, 14½c.; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c. All oils are firm, and the stock of seal here is controlled by one firm and is said to be only 200 barrels.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 7c.; No. 1, 6¼c.; No. 2, 5½c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; tins in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 45c.; boiled, 45c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 51c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—Stronger at 45 to 47½c.

COD OIL—In demand and firmly held. at 32½ to 37½c.

NAVAL STORES—Quiet and unchanged. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Market quiet and prices unchanged. Beef hides, 7 to 9c., as to grade. Lambskins, 90c. each.

COAL.

Quiet and steady. We quote as follows: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, delivered ex yard; Scotch steam, $3.50 to $3.60 ex ship.

PETROLEUM.

There is a steadier feeling in petroleum, and prices for Canadian refined are firmer, 11½c. in car lots, and 12 to 13c. in smaller quantities. American is unchanged, prime white, 13½c.; water white, 15c., and astral, 16½c.

MONTREAL NOTES.

The new season's prices on Paris green have been issued by the manufacturers.

Putty has been marked up 15c., as a result of the firmer feeling in linseed oil.

The quarterly meetings did not result in any change in white lead or colors, old values simply being confirmed.

Stocks of seal oil are remarkably light here, being concentrated in the hands of one firm, and are not supposed to exceed 200 barrels.

ONTARIO MARKETS.

TORONTO, Jan. 21, 1898.

HARDWARE.

THE volume of business is rather better than it was a week ago, but still there is not a great deal doing in the way of immediate shipments. At the same time, even in this particular, there is more doing than is usual at this time of the year. A good many orders are being booked for future delivery in the various seasonable lines. In fence wire little or nothing is being done in the way of prompt shipment, but orders are being booked for future delivery. Nails still rule quiet. Screws, bolts and goods of that description are in fair request. Orders are coming in nicely in the lines named. Prices in hardware are much the same as a week ago.

BARB WIRE—Orders are still being booked for future delivery at $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE—Quite a number of orders are being booked for oiled and annealed in Canadian make at 35 per cent. discount, terms 4 months or 3 per cent. off 30 days. Orders are also being booked for galvanized wire of United States manufacture.

PLAIN WIRE—There is very little doing. Discount, 35 per cent.

WIRE NAILS—Orders are still being booked for shipment a little later, but deliveries from stock are very small. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—There is virtually nothing doing. We quote: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade is about the same as last week, namely, fair. Discount, 50 per cent.

HORSESHOES—Have been quiet during the week. The price for Guelph was last week stated to be $3.35. It should have been $3.40. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS—The increase in trade noted last week has continued. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount head screws, 87½ and 10 per cent.

BOLTS—Stove, tire and carriage bolts are moving fairly well. Discounts are as follows: Common carriage bolts, 3-16, ¼, and 5-16, 70 per cent.; do., ⅜ upward, 60 and 10 per cent. full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list; hexagon, 5¼c., off the list.

RIVETS AND BURRS—Business continues moderate. We quote: Carriage, section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Business is still without improvement in this line. We quote as follows: Sisal, 7-16 in. and larger, 6⅝c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅝c.; 3-16 in., 8⅛c. Manilla, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8¾c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Orders are coming in more freely, both for prompt and forward delivery. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days

CLOTHES WRINGERS—A slight improvement in business is to be noted. We quote: "New Leader," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—As far as immediate shipments are concerned there is not much doing, but forward orders are being booked. Discount, 45 and 2½ per cent.

SNOW SHOVELS—Quiet. We quote steel shovels at $2.85 to $2.95 per dozen net.

You can Make Money Handling our Interior Art Metal Work

The Head Office of I.O.F.

Read the opinion of a gentleman who has used . . . . . .

Forty Thousand Dollars Worth

TORONTO, CANADA, Sept. 3rd, 1897.

MESSRS. THE METALLIC ROOFING CO.
Corner King and Dufferin Sts.
Toronto.

GENTLEMEN,—I have great pleasure in certifying that the steel fire-proof doors, and door and window trims as well as the wainscoting put into the Temple Building, Toronto, have proved eminently satisfactory. They are universally admired for their artistic construction and finish, and are highly commended by representatives of insurance companies. We anticipate a very considerable reduction in the rate of the premiums charged us by such companies by reason of your steel fire-proof doors. It seems to me they are a sine qua non in every thoroughly fire-proof building such as the Temple Building.

Yours sincerely,

ORONHYATEKHA, S.C.R.

BUILDING PAPER—A slight improvement has been noticed, and forward orders are still being entered. We quote: Plain building, 27 to 28c. per roll; tarred lining, 37 to 38c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

LEATHER BELTING—The demand is fairly good. We quote: Standard, 50 and 10 per cent.; extra, 50 per cent.

HINGES — Business is moderate. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

CEMENT—There is little moving. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

GREEN WIRE CLOTH—Orders are coming in nicely at prices named. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

METALS.

A number of orders are being booked for tin plates and galvanized iron. Iron pipe of 1½ inch has been advanced 12c. per 100 feet, and ingot copper is quoted higher.

PIG IRON—It has been asserted that some very low prices have been quoted on the Toronto market for pig iron, but the figures cannot be confirmed. The foundries are all pretty well stocked, and we hear of no transactions. We quote Hamilton iron at the furnaces: No. 1, $14; No. 2, $13.50; No. 3, $13. We quote United States iron on the track as follows: No. 1 foundry, $15.75; No. 2, $15.50; No. 3, $15.25.

BAR IRON — Is exceptionally quiet. We quote base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON — Business is about the same as a week ago. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—Shipments have not been as large as last week. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—The improvement noted last week has been maintained. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—A good many orders are being booked for import. Stocks are in fairly good condition, except in some odd sizes, which are being called for in the heavier gauges. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

TINNED IRON—Trade shows quite an improvement, and enquiries for prices are coming in freely. We quote as follows: Up to 20 gauge, $5.25 per 100 lbs.; 22 to 24 gauge, $5.75; 26 gauge, $6.25; 28 gauge, $6.75; special cut sizes, $4.50; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Trade is still quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 27½ per cent.; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

PIG LEAD, ETC.—Pig lead has been in better demand, although the quantities

wanted are small. We quote pig lead, in small lots, at 4 to 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN — A number of nice orders have been placed during the week, but in general the demand is for small lots only. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—Quiet at 12 to 12¼c. per lb.

SHEATHING COPPER, ETC. — Trade in sheathing copper is inclined to be quiet. Braziers' is the only kind for which there is any demand. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE —The price of 1½ inch pipe has been advanced 12c. per 100 feet, making the figure $6.50. The demand is being well maintained. We quote as follows: Wrought, ¼ to ⅜ inch, $2; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.50; 2 inch, $9.25 per 100 feet; galvanized, ½ inch, $4 to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Quiet, and discount is unchanged at 60 and 10 per cent.

RANGE BOILERS—Trade is fair. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Are moving slowly. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—While trade is not as good as it was, a fair quantity of plates are going out daily. A good many orders for import are being booked. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

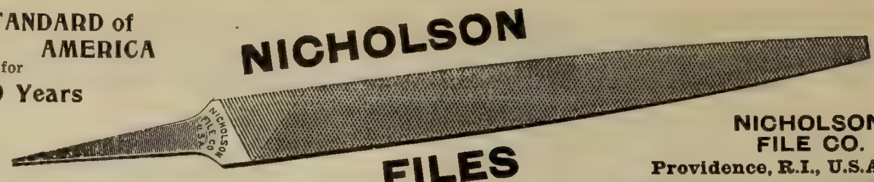
SHEET LEAD—Business is still fair, at 5½c. per lb.

COIL CHAIN—Business is fair. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

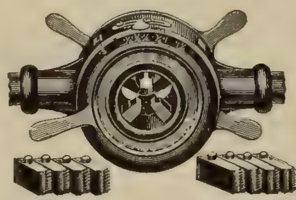
SHEET ZINC—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Trade is moderate. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the Wo[rld]



FOR PIPE.

In Stocks and Dies
there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A

FOR BOLTS.

IT'S A SURE THING! HE HAS A

Marlin 30/30 Smokeless

HIS BARREL, made of "SPECIAL SMOKELESS STEEL," well rifled, the old BALLARD system, shoots true and hits hard. His CARTRIDGES, loaded with 33 grains of smokeless powder, give 2,000 feet per second velocity. His BULLETS, soft-nosed and flat-pointed, make a wicked wound. His SIDE EJECTING ACTION won't hit him in the face when he pumps in the second shot, and no smoke will obstruct his vision across the SOLID TOP.

Why don't you write for the 196-page Sportsman's Guide (just out)? Tells about powders, black and smokeless; the right sizes, quantities, how to load; hundreds of styles of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations of all calibres from 22 to 45; how to care for arms, and 1,000 other things. FREE if you will send stamps for postage to

THE MARLIN FIRE ARMS CO.
New Haven, Conn.

ANTIMONY—Dull. We quote: Cookson's, 8¾ to 9c.; other makes, 8¼ to 8½c.

GLASS.

The fact that wholesalers will not accept import orders for less than 5,000 feet has affected the sales of some houses, though one house, which has not been in the habit of accepting small orders, reports that orders are coming in freely. Present stocks are quoted as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS, OILS, ETC.

Orders are coming in quite freely for spring goods for stock. There is a good deal of activity in the Paris green market. The prices are well established, and buyers are buying freely in anticipation of a buggy season. Putty has advanced, and is now firm, though present demand is small. Varnish trade has opened up fairly well, the better grades being in greatest demand. Good orders are being booked for dry colors, prepared paints, brushes and painters' sundries. Prepared paints are specially active. There is now on the market castor oil from the United States, which is selling at 1c. less than the East India article. We quote as follows:

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PUTTY—In bulk, casks 800 lbs., $1.60 bladders, in 400-lb. barrels, $1.80; bladders in 100-lb. cases, $1.90; 25-lb. tins, 4 in case, $2.05; 12½-lb. tins, 8 in case, $2.30.

LINSEED OIL — Quotations to outside

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

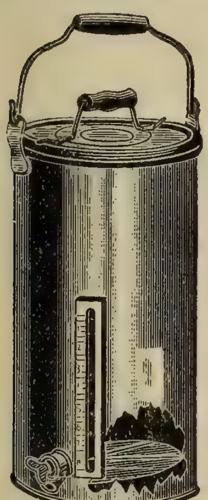
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.



Manufacturers of . . .

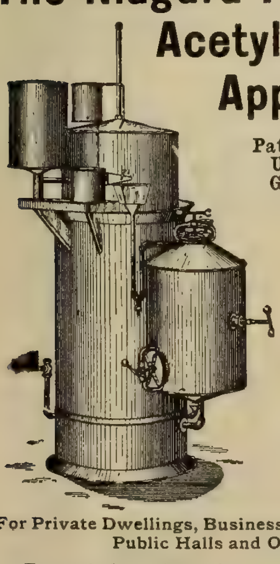
Creamer Can and Milk Can Fixtures

Bird Cages

Stamped, Retinned and Japanned Tinware

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus



Patented in Canada, United States and Great Britain

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light. Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO. Limited
Niagara Falls, Ont.

western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL

The scarcity of Canadian collections of cast scrap is the only feature of the market this week. Business generally is dull. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c. per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—The demand continues active with prices firmer. We quote for both cowhides and steerhides: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Prices continue to advance. "Pullers" say they are losing money. We quote now at $1.15.

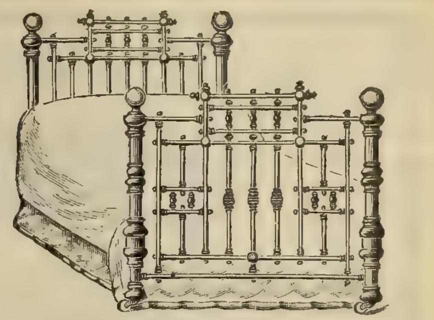
WOOL—There is a steady demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

SEEDS.

Strictly choice red clover is desired for export, but there is practically no demand for the medium to low grades, which will not have any sale till home market opens. Prices of finest grades are unchanged at from $3.50 to $4 for choice to fancy, while for lower grade the price is nominal. Alsike cannot well be quoted, as prices depend on later developments of the market. Timothy is offered in limited quantities, with the price $1 to $1.50 for machine threshed and $1.75 to $2 for bright, unhulled flail-threshed seed.

COAL.

Though the mild weather of the past week has had the effect of keeping trade quiet, it has been all that could be expected under these conditions. Though prices have advanced in New York, it is not likely this market will be affected. Anthracite is quoted at Buffalo and bridges: Grate, $4.24;



Established 1859

BRASS AND IRON BEDSTEADS

New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .

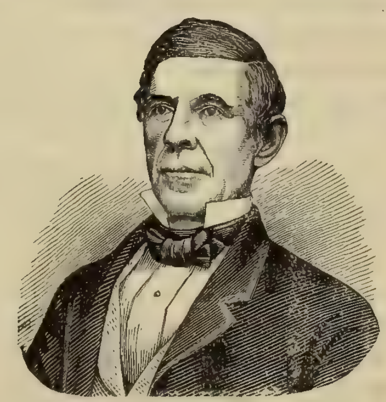
H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

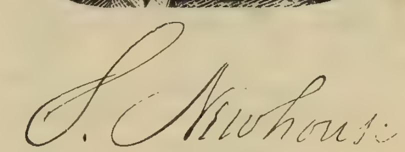
-- 50th --

ANNIVERSARY!

ONEIDA COMMUNITY

1848! Limited 1898





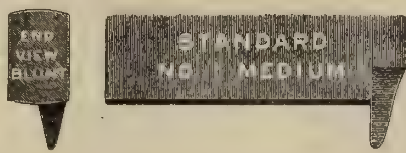
50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps

are sure to go and sure to hold.

Standard Steel Toe Calks



WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

egg, $4.46; stove, $4.46; chestnut, $4.46, net tons.

PETROLEUM.

All lines are moving well, with prices unchanged. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon safety, 16½c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Ingot copper is slightly dearer.

We print in our editorial columns the new prices on Paris green.

Orders for sap buckets are beginning to come in freely for February shipment.

One-and-a-half inch pipe has been advanced 12c. per 100 feet, being now quoted at $6.50.

There has been a material advance in putty, the manufacturers and jobbers having come to an understanding as to price.

The price of white zinc paint has been changed, and we now quote: "Elephant Snow White," 7c.; pure white, 7c.; No. 1, 6¼c.; No. 2, 5½c.

MANITOBA MARKETS.

WINNIPEG, Jan. 18, 1898.

THE past week has seen a good deal of flying to and fro among electric light men and steam fitters. It was the last week for the reception of tenders for an electric light and steam plant for the city, and very many companies tendered. Mr. McEwen was here from Chicago for the Western Electric Co. The Western Electric Co. tendered, as did also the Canadian General Electric. For the steam plant were tenders from McDonald Bros., this city, the Waterous Engine Works, the Vulcan Iron Works, besides several eastern houses. At present the Committee on Public Works are lost in a sea of technicalities, and no doubt heartily wish themselves well out of it. Business generally is just where it was last week. Stock-taking is progressing, but otherwise everything is very quiet. There will be no further change in prices for some weeks unless something now unforeseen occurs. Quotations are as follows:

Barb wire, 100 lbs	$2 50
Plain twist wire and staples	3 00
Oiled annealed wire 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
" 6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 50
" 20 to 40	2 55
" 10 to 16	2 60
" 8	2 65
" 6	2 70
" 4	2 95
" 3	3 20
" 3 fine	3 50
*Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	$4 15
Snow shoes	4 40
Steel, light	4 40
" extra light	6 00
Bar and band iron, $2.10 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 00
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	7 25
" ⅜	7 75
" ¼ and 5-16	8 25
Manilla, 7-16 and larger	8 50
" ⅜	9 50
" ¼ and 5-16	9 50
Cotton, all sizes, lb	15
Axes, per box $5.50	to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb	25c.
Spades and shovels	40 p.c.
Harvest tools 60 to 60-	10 p.c.
Axe handles, turned, second growth, hickory, doz	2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.c.
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Eley's 12 gauge, M	16 00
American, M	16 20
Robin Hood, M	18 00
Shot, ordinary, per 100 lbs	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed 70 and	30 p.c.
Granite ware, according to quality. 50 to	60 p.c.

UNITED STATES MARKETS.

NEW YORK, Jan. 20, 1898.

PIG TIN—Quite good business in fair-sized lots was reported and the market retained firm tone, with prices on the basis of 13.85 to 13.90c. f.o.b. for spot delivery. London cables quoted steady prices and fairly large dealings, but there is still an absence of speculation here.

COPPER—Business to the extent of 3,000,000 lbs. or more of Lake Superior ingot was reported to have been closed this week at or about 11c. That price seems now to be an inside one. Other varieties are selling well also, chiefly for export, and prices are firm at 10¾ to 10⅞c. for electrolytic and 10½ to 10¾c. for casting.

PIG LEAD—A dull condition of affairs still prevails in this line and prices are barely steady at 3.65c. for common domestic. London cables were steady, quoting £12 12s. 6d, for soft Spanish.

SPELTER—The market remains quiet, but prices are steady at 3.90 to 4c. London cables quoted £18 1s. 4d. for good merchant brands.

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

Standard Goods

Globe Brand Mill Saw Files
Globe Brand Taper " "
Globe Brand Bastard Files
Globe Brand Bicycle Files
Globe Brand Horse Rasps
Globe Brand Shoe Rasps

Manufactured from High-Grade Cast Steel.
Superior Workmanship.
All Goods Warranted.
Prices always right.

For sale by the Hardware Trade from Halifax to Vancouver

Manufactured by
THE
GLOBE FILE MFG. CO.
Port Hope, Ont.

ANTIMONY—Small sales only are being made at the moment, and prices remain at 7¼ to 8¼c., as to brand.

TIN PLATE—A slow sort of market is still experienced, and prices remain easy.

IRON AND STEEL—The market generally is quiet here at the moment, and prices are steady in all lines.

ADVANCE IN PUTTY.

FOR some months past putty has been put on the market by jobbers at a very low margin of profit, and in some cases at a loss. This cutting was resorted to originally by one firm, but lately nearly all the large dealers were selling much below the prices supposed to be official.

An understanding has now been reached whereby a schedule has been prepared, which will be adhered to by the different dealers. This schedule, while in many cases appearing to be a decline, is an advance on the prices previously ruling.

The schedule is an elaborate one, including Ontario, Quebec, and the Maritime Provinces as follows:

MARITIME PROVINCES.

Bulk in bbls., $1.60; bulk in less quantity, $1.75; bladders, in bbls. $1.75; bladders, in 100 or 200 kegs or boxes, $1.90; 25-lb. tins, 4 in case, $2; 12½-lb. tins, 8 in case, $2.25, f.o.b., Halifax or St. John.

MONTREAL.

Bulk in bbls., $1.65; bulk in less quantity, $1.80; bladders, in bbls., $1.80; bladders, in 100 or 200 kegs or boxes, $1.95; 25-lb. tins, 4 in case, $2.05; 12½-lb. tins, 8 in case, $2.30, f.o.b., Ottawa or Montreal. These prices hold good for Quebec and all Ontario east of the 79th meridian.

TORONTO.

Bulk, in bbls, $1.65; bulk, in less quantity, $1.80; bladders, in bbls., $1.80; bladders, in 100 or 200 kegs or boxes, $1.05; 25-lb. tins, 4 in case, $2.05; 12½-lb. tins, 8 in case, $2.30 f.o.b. Toronto. Hamilton, London and Guelph, 10c. per 100 lbs. extra will be charged.

FIXING LEATHER TO METAL.

In order to fix leather to metal, the Maschinenbauer gives the following directions: Digest 1 part (weight) coarsely crushed gall nuts with 8 parts (weight) of distilled water about six hours and filter through linen. Then pour 1 part (weight) of cold water over 1 part (weight) glue, leave it stand for 24 hours and heat the whole, whereby a concentrated glue solution is obtained. Now coat the leather with the warm gall nut extract, bring the glue solution on the roughened and warm metal, lay the leather on it, press it firmly, and allow to dry in the air. The leather will adhere so firmly to the metal that it cannot be separated without tearing it.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PIERRE CLOUTIER, general merchant, etc., Notre Dame du Lac, Que., is offering to compromise at 50c. on the dollar.

Johnston & Haines, hardware dealers, Sandon, B.C., have assigned.

W. H. Hackett, general merchant, St. John's, Nfld., has assigned.

J. C. Thibault, general merchant, Victoriaville, Que., has assigned.

John W. Crossley, wagon maker, Almonte, has assigned to Charles Simpson.

A. J. Boyd, general merchant and fish dealer, River Bourgeois, N.S., has assigned.

A. Teskey, blacksmith, Mildmay, Ont, has assigned to John Hillhouse, Clifford, Ont.

J. B. Henderson, general merchant, Carberry, Man., has assigned to S. A. D. Bertrand.

John Taylor has been appointed liquidator of the Taylor Iron and Steel Co., Limited, Montreal.

D. N. Godbout & Co., general merchants, St. Marcel, Que., is offering to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Hoolahan & Vezina, stove dealers, Montreal, have dissolved.

Halpin & Gauthier, carriage makers, Montreal, have dissolved.

Drummond & Spratt, general merchants, Minnedosa, Man., have dissolved.

Bradley & Co., tinsmiths and stove dealers, St. Thomas, Ont., have dissolved.

M. S. Chapman & Co. are commencing business as general merchants in Virden, Man.

Dahl Bros., general merchants, Orangeville and Erin, Ont., are advertising dissolution of partnership.

Blaylock & Empringham, general merchants, York, Ont, have dissolved, Joseph Empringham retiring.

McFarlane Bros., founders and bicycle manufacturers, Ottawa, have dissolved, T. D. McFarlane continuing.

Patterson, Canning & Co., general merchants, McKellar, Ont., have dissolved, John A. Canning continuing.

George Bowie and Frederick Jackson have registered as proprietors of the firm, Bowie & Jackson, builders and contractors, Montreal.

Leonard Scott has been admitted as partner of the Shubenacadie branch of the business of E. C. Thompson, general merchant, Elmsdale, etc., N.S.

SALES MADE AND PENDING.

J. H. Smale, bicycle repairer, St. Thomas, Ont., has sold out.

The stock of the estate of R. E. Porritt, general merchant, Milton, Ont., has been sold.

CHANGES.

Frank M. Sullivan has registered as proprietor of the Montreal Scale Co.

Thos. Wilson, general merchant, Trail and Sandon, B.C., has discontinued his Sandon branch.

The American Rattan Co., manufacturers of Stearn's bicycles, etc., have moved from Toronto to Walkerton, Ont.

Application is to be made for the incorporation of the Burrow, Stewart & Milne Manufacturing Co., Limited, manufacturers of stoves, Hamilton.

FIRES.

The Robb Engineering Co., Limited, engine and boiler makers, Amherst, N.S., have been partially burned out ; insured.

KLONDYKE NOTES.

THE C. P. R. company are having constructed in Toronto by the Bertram & Polson companies a couple of steamers to ply on the Stickeen River on the route to the Klondyke. The steamers will be taken apart again and shipped in pieces to the Stickeen, where they will be reconstructed. This will necessitate sending a large gang of men out to put the vessels together. The C.P.R. will provide their transportation and pay $1 a day during transit and $4 a day while the work is under way.

Five more Ottawa young men left Thursday by the C.P.R. for Vancouver on their way to the Klondyke to try their fortunes in the gold diggings there. They are Dennis Pulford, Chas. Parker, Dr. Matthewman, Harry Street and J. B. Dorion. They will be joined at North Bay by C. W. Parker, of Toronto, a brother of Chas. Parker. Their outfit is a complete one, requiring 28 bags to carry it, and including four cedar Peterboro' canoes. The party intends to make their way into the gold country as soon as possible, and reach the navigable waters by the opening of spring. They will cross the mountains from Dyea by the way of the Chilkoot Pass.—Citizen.

Klondyke converts are becoming more numerous as spring advances. Thomas Black, jr., declares his intention of leaving for the gold fields in March. Harry Maloney, keeper of the Sand Reef light, has about made up his mind in the same direction. If he goes, it will be to accompany a brother in Boston, who has an attack of Klondicitis. Capt. James Leonard, of Deer Island, is another candidate for golden honors in the Yukon. Several others in this section will probably go.—St. Andrew's, N.B., Beacon.

A mining company in Toronto has had applications from over 400 persons desiring to be included in the party which it is sending to the Klondyke.

That Boar's Head

The head of a boar and the name "Boeckh" unite to form a Trade Mark that we want to make familiar for its honesty of purpose, where good Brushes are concerned—Brushes for Painters especially, because of the high quality of the bristles used. We have an illustrated book on Brushes—it is yours for a post card.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

"CUTS CLEAN"

Alexanderwerk

Meat Choppers

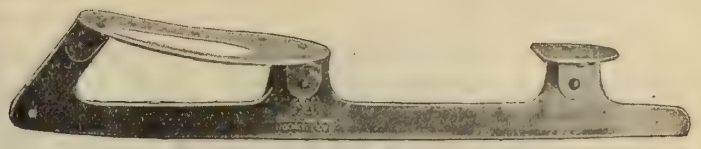
Leave no uncut meat in the machine nor do they clog. . . .

RICE LEWIS & SON

TORONTO

(4)

HALIFAX AND HOCKEY SKATES



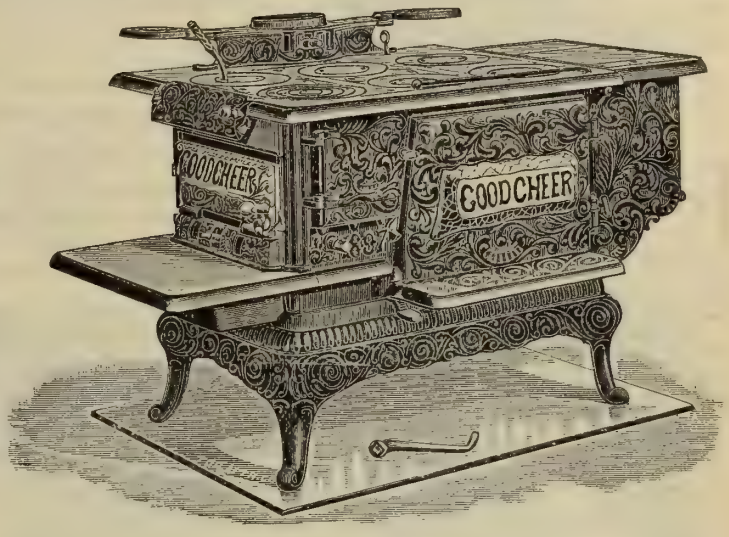
Variety of Patterns in Stock.

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere.

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

"GILT EDGE" POLISH

Best in the World without exception.

Produces the most brilliant and durable lustre at the least cost.

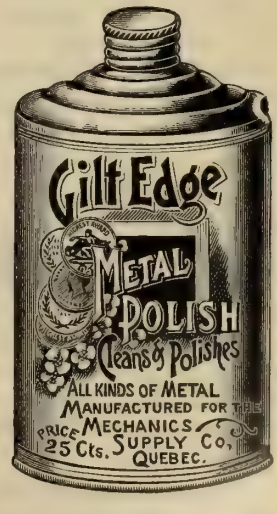
SAMPLE SENT FREE.

Its qualities make it an easy seller.

PUT UP IN

Liquid, Paste and Dry Powder

GUARANTEED STRICTLY PURE AND FREE FROM GRIT.



AGENTS WANTED in all the large towns in the Provinces of Quebec and Ontario, to whom a liberal commission will be allowed. Correspondence solicited.

Wholesale General Agents

Mechanics' Supply Co. 96 St. Peter St. Quebec

Plumber and Steam-Fitter

DUTY OF THE PLUMBER TO THE PUBLIC.

By J. Bowman, San Antonio, Tex.

IN endeavoring to treat with this subject I pould be glad to feel that my readers, not practically acquainted with the plumbing profession, would for once free their minds from preconceived prejudice. Why the plumber should have been made a favorite target at which clown and punsters apparently delight to fire their wit and sarcasm is to me entirely a matter of speculation; the most probable solution of the question, however, may be universally acknowledged good humor and his delight in making other folks happy. This really is the very corner stone upon which has been reared that magnificent labor organization known throughout the civilized world as the "National Association of Master Plumbers of America."

Realizing that without good health there can be no real happiness either domestic or national and that the greatest essential to this object in the homes which compose the nation is good plumbing, the master plumbers of the United States are banded together in order that by individual and united effort they may be able to secure this ultimatum for the people at large.

To accomplish this philanthropic purpose, labor history affords no grander example of unselfish energy, zeal and liberality, than is practised by this association, in unison with its city and state branches. The fundamental principles underlying all their efforts is to give the humblest citizen, at least as perfect, if not as costly, scientific sanitary protection from preventable disease as the wealthiest can command, recognizing the fact that life is equally dear to the cottager as to the multi-millionaire, and society in every grade is entitled to and should receive equal protection.

The duty, therefore, of the plumber to the public, from an association standpoint, is to demand that only such sanitary appliances and fixtures shall be used in the domestic arrangements as shall insure to the occupants of all buildings and premises, public or private, the best possible protection and immunity from all sewer gases, refusing, even at the request of his patrons, to use any other, on the same principle that a doctor would refuse, on request, to prescribe for his patient that which he knew to be injurious.

He should insist that all plumbing work in connection with the fitting up each fixture be executed in the best possible manner to secure the aforesaid purpose, and allow none but qualified persons, who have proved capable, to perform the work. He should see that it has been executed in a substantial manner as the exigencies of the case and its vast importance demands.

Recognizing that our greatest enemies in defeating these objects are ignorance and parsimony, the honorable plumber should spare no effort to educate the public and by absolutely refusing, at any risk, to do any work not strictly in accord with sanitary principles compel it to have this or none, recognizing the fact that whilst an individual may be willing, for the sake of false economy, to risk his own health, he has no right to jeopardize that of his neighbor.

The plumber of to-day is engaged in one of the most responsible and honorable professions a man can hold; in fact, I think my statement correct when saying it heads the list de facto, viz.: The prevention of disease, and that of the most deadly and contagious description. It therefore becomes his responsible and sacred duty to spare no effort in the execution of his work, and by constant study, coupled with unscrupulous fidelity, give to his patrons the very best that is possible.

The plumber certainly has a duty to perform toward the public which places upon his shoulders the weightiest responsibility, and one which can only be faithfully discharged by the application of mechanical skill and scientific sanitary knowledge. It is therefore demanded of all association men to study the scientific side as thoroughly as the practical, that the people may receive the benefit of the best possible result from his advice and work.

But the public has a duty to perform towards the plumber in this connection, and that is to be ready and willing to pay a fair value for what it receives. A doctor's bill, say of $100, for curing a disease, is paid without question, oft-times being accompanied with the smile of gratitude, though no material is supplied or included, while the plumber's bill of $5 or $6 for preventing the same disease, labor and material supplied, is as frequently either altogether refused or liquidated beneath an angry frown or resentful protest. We have attached too little importance to the nobility of our profession, which, in these modern days, with crowded cities dotting our continent like stars in the firmament, is indispensable to the well-being and welfare of the people.

The quicker we awake to this fact and have a little more respect for ourselves, the sooner and better will the public appreciate and respect us. Do not do quite so much condescending to obtain your work. Why play "lackey" to every person requiring your services? You send for the lawyer or wait upon him when he is needed, dispatch a postal or messenger for your physician should his services be required, and when defective plumbing places you by its death dealing influence in too close proximity to that "bourne whence no traveler returns," a courier speeds to the nearest man of God; but Mr. Plumber, whose profession is cer-

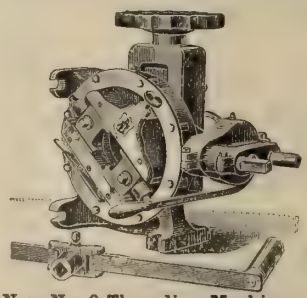
ARMSTRONG PIPE THREADING

AND **CUTTING-OFF MACHINES**

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

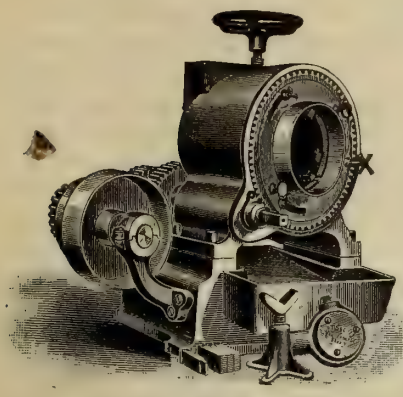


New No. 0 Threading Machine.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre Street

Bridgeport, Conn.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

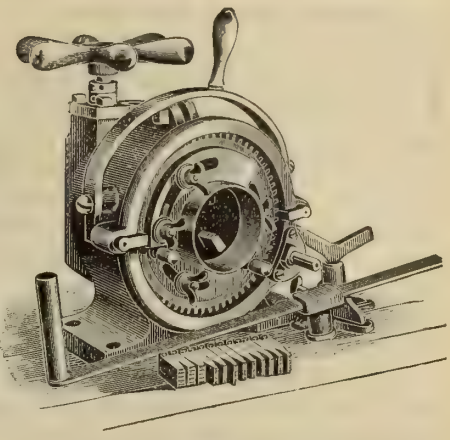
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING

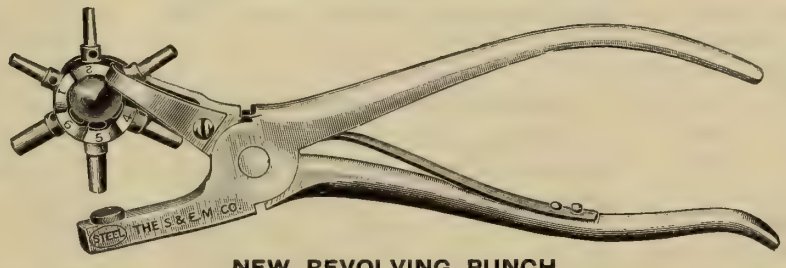
Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Hardware, Plumbers' and Bicycle Specialties.

OUR GOODS ARE WELL KNOWN IN CANADA

No. 4
1898
CATALOGUE
Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

tainly second to none of these, must, with hat in hand, solicit patronage though his services are quite as essential.

If your knees have grown too stiff to permit of your stepping upon the pedestal right by yours, a little practice in the right direction, such as is suggested, will soon set the matter right, overcome all difficulties and place you socially and financially in that position, yours by every law of equity and justice.

May the coming year greet you with the brightest prospects of success, and honest, faithful effort bring you a full fruition along every avenue of life; may sanitary science —the deadliest foe to man's greatest enemy, "disease"—find at its close more worthy and devoted champions.—Plumbers' Trade Journal.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Mashinter, Toronto, have the contract for the hot water heating of the Hotel Dieu, Kingston, Ont.

PLUMBING AND HEATING NOTES.

The supplementary estimates of the Ontario Legislature contain an appropriation of $7,500 for an Industrial Reformatory to be moved from Penetang to the County of Oxford.

Guest & Co., plumbers, etc., Toronto, have moved their premises from 71 Queen street to 86 Church street.

W. C. Mulhall, plumber, etc., Middleton, N.S., has formed a co-partnership with S. C. Mulhall under the style Mulhall Bros.

The receipts from Pembroke waterworks for the past year were $4,110.86. The expense of operating the system was $1,112.59.

A building permit has been granted to Dr. Norman Allen for alterations to Nos. 723-5 Queen street east, Toronto, to cost $2,500.

ROMAN BATHS RESTORED.

IT may be of interest to know that the old Roman baths at Bath, England, have recently been restored. These baths are said to have been built A.D. 60. Three Roman villas have been discovered in the Bath Valley. These and a few fragments of pavements, altars and tombs are the only records of Aquœ Solis, which was finally destroyed and deserted in 577. These Roman baths, says Architecture and Building, were the chief object in the ancient city, and it is assumed that, on the sacking of the place by the Saxons, columns and entablatures were ruthlessly destroyed. Conduits, which carried off the superfluous hot water, were choked up, and the ceaseless welling up of the mineral water continuing, the area of the baths was flooded. The valuable mineral deposit of the spring of many centuries covered the floors to a depth, in some places, of 15 feet, but it is to this deposit that is owed the preservation of the ancient work. Where that deposit and the mineral flood did not exist, the bath became the quarry out of which the builders, Saxon and Norman, procured the material for the monastery, the city walls, and the bishop's palace, which covered a portion of the site, indeed, stones can be traced in the Abbey Church, rebuilt 1500 and subsequently. The Roman baths were discovered in 1754; but what was found was in part destroyed and covered up. Previous to 1871, from time to time, fragmentary discoveries were made, but in that year a fortunate discovery was made which led, about six years later, to the corporation purchasing property which enabled excavations and discoveries to be made. This work was continued until the year 1886, recommenced in 1890, and from that time, with an interval of a year, till June, 1895.

SILVER IN SHEFFIELD.

From information to hand I gather that there is no evidence that the remarkable expansion which has characterized the sterling silver industry of Sheffield is slackening, or that it is likely to do so, for the output of sterling silver goods last year established another record. Although the returns are not yet complete, it is known that for the first time in the history of the local assay office more than a million ounces of silver have been tested in a period of twelve months. The total dealt with at the same office in 1896 was 922,482 oz., as against 715,248 oz. in the previous year. Those figures represent the enormous increase of 200,000 oz., and it is just possible that last year's increase may prove to be nearly as great. In 1894 the total weight of silver assayed in Sheffield was 496,148 oz., so that the output has doubled in the comparatively short space of four years. A substantial and continuous increase has been recorded ever since 1889, but in the years 1894-95-96 the advance in the figures was phenomenally large. This million ounces does not represent the whole output of silver goods in the city, for there still remains a number of Sheffield's best customers—fortunately a diminishing number—who prefer to have their goods branded with the London hall-mark, and these goods, although manufactured in Sheffield, are not included in the returns of the local assay office.—"Vulcan" in Ironmonger.

WATER WASTE AND SPRING FAUCETS.

The Chicago authorities are determined to check the great waste of water known to be made in that city. An ordinance before the City Council provides that "any plumber who shall put in place any other than a spring faucet on any wash hand basin, sink or similar water fixture after the passage of this ordinance shall, as a penalty, be subject to having his license revoked at the discretion of the Commissioner of Public Works." It is further expected that after a certain time a regulation will be enforced, requiring all ordinary faucets now in use to be replaced by spring or self-closing faucets. The claim is made that many householders open their faucets in hot weather and let the water run for hours, in the belief that they are thus cooling the atmosphere of their houses, and in extremely cold weather they do the same thing to prevent the water pipes from freezing.

SAYS IT IS PREMATURE.

All this talk about removing the Ferrona iron works to Louisburg is premature. It is said the story is the outcome of a conversation between the president and managing director of the steel company overheard in the train by a quick-eared fellow-passenger. The desirability of a removal from the one place to the other was talked of. But whatever may happen, and not much will happen for a year or two, the old plant will never be removed. There was no talk of that, only of removing the business. It might be desirable to infuse some new blood into the iron company, new blood in this instance meaning more money, for it is no secret that the proper carrying on of the works is handicapped by the money borrowed. A reason given why it might be profitable to remove the Ferrona iron business to Louisburg is the superiority of the Cape Breton coal for smelting purposes. It is reported that with the Cape Breton coal lately received at Ferrona a much larger percentage of iron is obtained.—Stellarton Journal.

U. S. PIG IRON PRODUCTION.

THE Iron Age in its monthly review of the pig iron production says: During December a number of plants started, increasing the productive capacity to a trifling extent. Some furnaces have been forced to blow out to make repairs, and in isolated instances operations have been stopped on account of low prices. There are reports, however, which indicate that in the central west what little reserve capacity there is will be called out during the next month or two. Stocks, it will be observed, have slightly increased. The returns are irregular, showing some gain in some sections and a decline in iron on hand in others. This of course does not refer to stocks held by the large steel producers, whose holdings are not included.

The weekly capacity of the furnaces in blast on January 1 compares as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
January 1, 1898	188	226,608
December 1, 1897	191	226,024
November 1	183	213,159
October 1	171	200,128
September 1	161	185,506
August 1	152	165,478
July 1	145	164,064
June 1	146	168,380
May 1	146	170,528
April 1,	153	173,279
March 1	156	169,986
February 1	154	162,959
January 1	154	159,720
December, 1, 1896	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189 398
April 1	200	187,451
March 1,	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306

The position of stocks, sold and unsold, as reported to us January 1, was as follows, the same furnaces being represented as in former months:

Stocks—	Aug. 1.	Oct. 1.	Dec. 1.	Jan 1.
Anthracite and coke	756,955	649,301	589,617	599,585
Charcoal	172,003	153,126	134,268	136,781
Totals	928,958	802,427	723,885	736,366

BLAST FURNACE FOR CAPE BRETON

Messrs. Graham Fraser and Harve Graham, of the Nova Scotia Steel Co., Ferrona, visited Louisburg and Sydney last week for the purpose of looking over the property at both places with a view of erecting large blast works in Cape Breton. A large number of people in both places seem very anxious that such should be established. It would mean a boom for the country to a certain extent, but let our people not rush so speedily as to have sense dimmed by the glare of large expenditures. In this, as all other big concerns, there are two sides. Even the syndicate has its two sides. No man can afford to give $5.01 for $5.—Sydney Reporter.

THOS. FIRTH & SONS, Limited, SHEFFIELD

APPREHENDING THAT OUR SECOND QUALITY STEEL MAY HAVE BEEN SOLD AS BEING OUR FIRST QUALITY, OR **THOMAS FIRTH & SONS' WARRANTED BEST CAST STEEL,** WE HAVE HERE GIVEN A FAC-SIMILE OF THE LABELS THAT SHOULD BE ON EACH BAR, AND WOULD ASK THAT THE BRAND BE SPECIFIED IN EACH CASE WHEN ORDERING.

Our first quality is labelled

THOS. FIRTH & SONS' WARRANTED BEST **CAST STEEL,** MADE EXPRESSLY FOR

This has been the **Standard Steel** for uniformity and durability in **Canada** and the **United States** for about **50 years**, for use in fine grades of Machinists' Tools, Twist Drills, Taps, Punches, Reamers, Dies, Chisels, Granite and Stone Cutter Tools, Mining Drills in Gold and Silver Mines, and for all purposes where the best quality of Steel is required.

Our second quality is labelled

FIRTH'S WARRANTED CAST STEEL, Made Expressly for

and represents our Second Grade of Steel where the work required is not so severe, and for many purposes where a cheaper Steel than our Best Quality may be used.

JAMES HUTTON & CO., MONTREAL.

Agents for Canada.

ABBOTT'S KINGSTON SITE.

A BLUE-PRINT, on exhibition at Hobart's old stand, shows the plans for the iron works proposed to be erected in this city, by Abbott & Co., as prepared by their engineer, Mr. Francis Peacock. The ground to be occupied extends all the way from McLeod's tannery to the marsh, and from Orchard street to the river, except a piece of land pertaining to the smelting furnace. The office will be at the southwest corner of the property, near the cotton mill. Here coal will for the present (until the harbor is dredged), be received in cars, and, after being weighed, proceed over the company's track and up a trestle to an elevation sufficient to afford a fall for discharging. Here the coal will be caused to slide into smaller cars on a narrow guage track, which, with half a dozen switches and arms, will carry to the several furnaces. The iron ore, scrap iron, etc., received, will be handled in like manner.

In looking over the plans, one is struck with the huge dimensions of the buildings, and the perfection of every detail. The rolling mill building will be in the shape of the letter T. The main part will be 300 feet x 116 feet at the upper part, and the lower part 185 feet x 45 feet. This building will be constructed of brick, with iron guides to support the roof, covered with iron, making a clear span of 116 feet. The furnaces will be in the lower part of the T. These will be six in number, and will require six chimneys, 90 feet high, to carry out the smoke. The nail factory, spike, horseshoe and machine shop will be in buildings of 330 feet x 60 feet. There will be several small blast furnaces in this department. The storehouse for manufactured goods, such as nails, shoes and spikes, will be a building 265 feet x 55 feet. The bar iron warehouse, 135 feet x 50 feet, will be used for storing a stock of manufactured bar iron. The firebrick, ore and sand will be stored in a building 132 feet x 40 feet. The coal storage, the approach to which will be by rail on raised trestle work, will be 165 v 65 feet. The general stores, 50 x 35 feet; the offices, 50 x 50 feet; stables, 50 feet x 42 feet; pickling house, 33 feet x 33 feet; grinding house, 45 feet x 35 feet; boiler and engine house, 45 feet x 35 feet. In addition to these buildings there will be a large cooperage shop for manufacturing nail kegs. Immediately in front of the office will be a large scale, with a capacity to weigh a loaded car as it enters the works on the railroad track, which will consist of three-quarters of a mile of rails and five-eighths of a mile of narrow gauge track. The total buildings will cover from two and three-quarters to three acres of land. A dock will be built upon the site as soon as the harbor is dredged.—Whig, Kingston.

GOING INTO HARDWARE.

Mr. A. Rumford, proprietor of the well-known stove and tinware business on Upper Wyndham street, has decided to put in a complete stock of hardware. He left for Toronto this morning to purchase the goods. Mr. Rumford is a man of enterprise and business ability, and well fitted to carry on an extensive business, especially in the lines in which he deals. The addition of hardware to his present large stock will be a convenience to his numerous customers, and will no doubt greatly increase his trade.—Herald, Guelph, Jan. 13.

BRUSHES
BRUSHES
BRUSHES

DO NOT BUY
till you see our
NEW LINES
Our Travellers will call on you shortly, in ample time to supply your wants
..For Spring Trade

MEAKINS & CO.
313 St. Paul St.
MONTREAL

MEAKINS & SONS
King St. East
HAMILTON

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.
ESTABLISHED 1849.
THE BRADSTREET
MERCANTILE AGENCY
THE BRADSTREET COMPANY
Executive Offices Proprietors.
NOS. 346-348 BROADWAY NEW YORK
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.
The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.
TORONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

CURRENT MARKET QUOTATIONS

Jan 20, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base...	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 50	1 55
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"	...	1 90
inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $2.00; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9 62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 24 gauge	....	0 03⅞
26 "	....	0 04⅛
28 "	....	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 75
No. 3 do	4 37
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladder in bbls., per 100		1 80
Bulk " " " "		1 65
100-lb. cases (tins) per 100	2 00	2 30

Varnishes.

(In bbls.).

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	0 45	0 46
Boiled, per gal. net	0 48	0 49

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	.....	0 50

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lots	....	0 10½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

per lb
Best thick white felt wadding, in ½-lb bags.......... 1 00
Best thick brown or grey felt wads, in ½ lb. bags.......... 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxe of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge.......... 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges...... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.......... 0 25
Thin card wads, in boxes of 1,000 each 8 gauge ....
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Pe M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges.......... 0 90
5 and 6 gauges.......... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges.......... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb.......... 0 10 0 12½
Anvil and Vice combined, each.......... .... 4 50
Wilkinson & Co.'s Anvils..lb. 0 09 0 09½
Wilkinson & Co.'s Vices ..lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 4 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross.......... 0 45 1 60

Awl Hafts.

Patent Peg, oss ......
" Sewing, per gross.. } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz........ 2 80 3 30

AXES.

Splitting Axes.......... 5 25 5 50
Chopping Axes—
Black Prince.......... 7 25 7 50
Forest Clipper.......... 7 25 7 50
Lance.......... 8 50 9 00
Mann's.......... 8 00 8 25
Maple Leaf.......... 9 50 10 00
Hand Made.......... 7 50 7 75
Climax.......... 8 00 8 25
Phantom.......... 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

Zinc, discount.......... 3 90 4 0
Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.
Boxing extra

Bells.

Hand.
Brass, 60 per cent.
Nickel, 55 per cent.

Door.
Gon Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.
American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.
American, each 1 25 3 00

House.
American, per 0 35 0 40

Bellows.

Hand, per doz.......... 3 35 4 75
Moulders', per doz.......... 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.
Gilmour's, 47½ to 50 per cent.

Expansive.
Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.
Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 00 0 00

Blind and Bed Staples.

sizes, per lb 0 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to ch, per doz.... .... 4 23

Butts.

Brass.
Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.
Loose Pin, dis. 70 per cent.

Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross.......... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz.......... .... 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross...... 8 50 9 50

Cement.

Canadian, Portland.......... 2 50
English " 2 50
Belgium " 2 35
Canadian hydraulic 1 10
Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.
Steel, net.......... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.) 2 00
Coil, per doz 0 88 1 60
English per doz.......... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz.......... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.
Per doz 85 1 70

FAWCETS.

Cork Lined, per doz.......... 0 30 0 35
Wine, per doz.......... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen.......... .... 1 70
Petroleum, per doz.......... 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 0 60 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.
Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz.......... 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33, each.... 1 65 2 40

GLASS.

Window.
Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each 0 30
Enamelled each.......... 0 55

GRINDSTONE FIXTURES

P. S. & W., per doz.......... 3 60 4 00

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.
Magnetic, per doz.......... 1 10 1 20

Sledge.
Canadian, per lb 0 07½ 0 08½

Ball Pean.
English and Can., per lb...... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs.......... 0 40 2 50

Chisel.
Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.
C. & B., dis. 45 per cent. rev. list.

Hoe.
C. & B., dis. 45 per cent. rev. list.

Saw.
American, per doz.......... 1 00 1 25

Plane.
American, per gross.......... 3 15 3 75

Hammer and Hatchet.
Canadian, 45 per cent.

Cross-Cut Saw.
Canadian, per pair 0 15 0 0

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¼
Screw hook and hinge—
6 to 12 in., per 100 lbs..... .... 3 15
14 in. up, per 100 lbs..... .... 2 35
Per doz. set.
Screw. Eureka.......... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pai
Spring.......... 1 00 3 50
" Shepard's Samson...... .... 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 lis
Planter, per doz.......... 4 00 4 50

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross...... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.
Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.
Hat and coat, dis. 60 to and 10 p.c.
Belt, per 1,000.......... 0 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

per keg
Light and medium pattern "M" brand.......... .... 3 25
Snow Shoes 3 50
Steel Shoes, light 3 50
" " extra light, Nos. 0, 1, 2.......... .... 5 00
Steel Shoes, Nos. 3, 4, 5...... .... 4 25
" " assorted, 0 to 5.. .... 4 75
All f.o.b. Montreal.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb.......... 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross.......... 1 60

KNOBS.

Door, japanned and N.P., pe doz. 0 65 3 00
Bronze, Berlin, per doz....... 2 75 3 25
Bronze Gem, " 6 0 9 00
Sava, " 8 75 10 0
Shutter, porcelain, F. & L. screw per gross.......... 1

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz.......... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz.......... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz...... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross.......... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d.................................... 2 50
4 and 5d.............................. 2 25
6 and 7d.............................. 2 15
8 and 9d.............................. 2 00
10 and 12d............................ 1 95
16 and 20d............................ 1 90
30, 40, 50 and 60d. (base)............ 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.9) f.o.b. Montreal. Carload lots, 5c. per keg less than ab ve figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.................... $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6 .... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.). 50 to 50 and 5 p c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb 1 75 01⅞
Tins, lbs...................... 2 50 2 75

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage. Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.		Manilla
7-16 in. and larger, per lb.	6⅝	00	7¾
⅜ in......................	7⅛	00	8¼
¼ and 5-16 in.	7⅝	00	8¾
Cotton		15	17
Russia Deep Sea		00	13
Jute		6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire..... ..... 0 60 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen....... .... 0 70
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 0 00 0 00
Door, per doz................ 0 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'............... 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American............... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 00 0 13
" Axe, " 0 00 0 15
Turkey .... " 0 00 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case................ $4 50
No. 6—3 dozen in case................ 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks...............................
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................... 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off revised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart.............. .... 1 80
Galvanized, 4 barb, 4 and 6 inches apart 1 80
Galvanized, plain twist, all.. delv'd..................... ....
Plain twist.................. ....
Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. .. 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz ....

Henderson & Potts

NOVA SCOTIA PAINT AND VARNISH WORKS

HALIFAX, N.S., and 747 Craig St., MONTREAL

Japanese Enamels—for artistic decorative work and for baths—a great variety of Tints and Colors.

Carriage Gloss Paints—Easily applied—Dry quickly with a brilliant gloss—Eight beautiful shades.

Farmers' Waggon Paints—Ready for use in six different shades—Require no varnishing.

Cycle Enamels—Made with best hard drying varnish—Quick drying and durable.

Anchor Handy Varnishes in Lever Top Tins in three sizes—a great variety.

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . 10 cents

New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—**15 cents.**

Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man.—**$1.50.**

Address:

The MacLean Publishing Co. Limited

TORONTO and MONTREAL

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT.

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

TO THE TRADE

GET OUR PRICES ON

GREEN WIRE CLOTH, WINDOW SCREENS
DOOR SCREENS, BARB WIRE
FENCE PLIERS, HORSE CLIPPERS
ICE CREAM FREEZERS

FISHING TACKLE

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00

LIBERAL DISCOUNT TO TRADE.

The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

OUR

Milk Can Trimmings

Are Used by the Largest Dealers and Best Mechanics

Because we have an assortment that will meet the views of all their customers. We can supply either **Convex or Concave Bottoms.**

Our Trimmings are all **Retinned.**

We have 3/8-inch space for wedging body of Can into Bottom.

All Hoops are "**Shouldered**" and **Notched** at lap to give an even thickness to turn top of Can over, the same as previous years.

Our Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker Hoop, **which does not require an Inside Hoop**, and can, therefore, be sold cheaper than the Broad Hoop Trimming.

Tinned Iron stock for all sizes always kept on hand.

KEMP MANUFACTURING CO.

Toronto, Canada

GALVANIZED SHEETS

"GORDON CROWN," Best English.
"FALCON," Best American.
TINNED SHEET IRON.
BLACK SHEET IRON.

LARGE STOCKS IN EACH.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

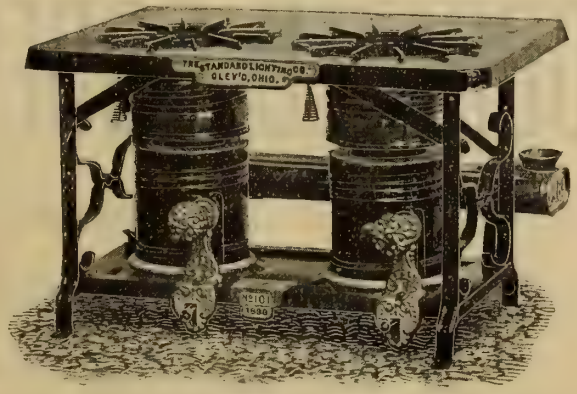
30 Front St. West TORONTO.

The "New Process" Blue Flame Oil Stove

FOR 1898---NEWER, BRIGHTER, BETTER THAN EVER.

MADE IN TWELVE SIZES AND STYLES.

Experience has demonstrated The "New Process" Blue Flame Oil Stove to be all that we claimed for it. In the crucial test of everyday use, it has proven a complete **Success,** doing the work perfectly and with safety. Clear, odorless and economical. The handsomest and most perfect stove on the **market.**



Its Special Features are:

An automatic device preventing wick being turned too high or beyond **control** of wick **raiser.** The same movement which **lowers** drum, raises chimney, preventing oil spreading and causing odor at next lighting. Inner perforated cylinder of **drum** made of Aluminum **Bronze,** being heat and rust proof. Chimneys and tanks of highly polished **Brass.**

SPECIAL NOVEL ADVERTISING MATTER SUPPLIED.

PERFORMANCE PERFECT. PRICE LOW. BEST FINISH.

SEE TRAVELLERS SAMPLES AND PRICES BEFORE BUYING.

The Thos. Davidson Mfg. Co., Limited, - Montreal, Que.

All Over the Country

OUR **OXFORD RIVAL**

is the popular favorite among Wood Cooks, valued for its splendid reliability.

♦♦♦

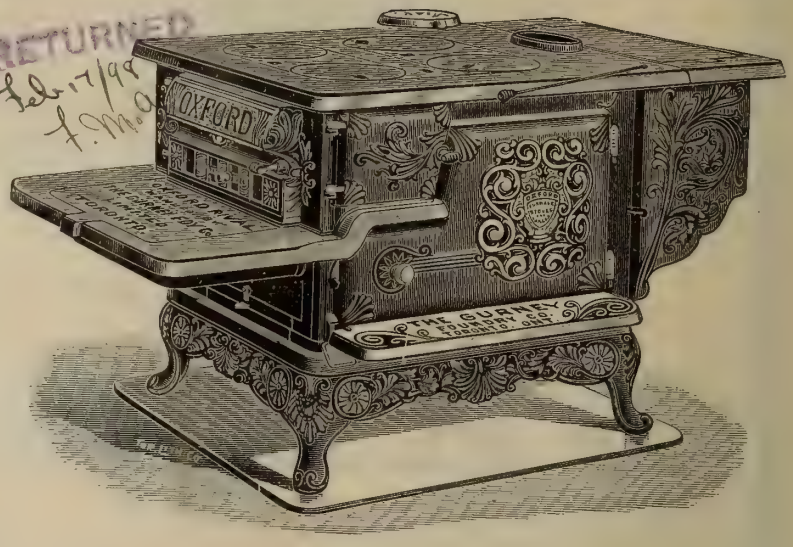
It has a larger oven and fire-box than any other of its class, and takes extra large wood.

♦♦♦

Supplied in 3 sizes, with or without Reservoir, Fancy Shelf and Nickel Trimmings, as desired—at very low prices.

♦♦♦

Write us for further information.



The GURNEY FOUNDRY CO. Limited, TORONTO

The GURNEY-MASSEY CO. Limited, MONTREAL.

Every Hardware Dealer
should keep a full stock of

INDURATED FIBREWARE

It is a standard ware --- and a profitable one to handle. Send for booklet and price list.

THE E. B. EDDY CO., Limited - HULL, Que.

ALSO MONTREAL AND TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JANUARY 29, 1898 No. 5

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

GRATIFYING TRADE RETURNS.

CANADA'S foreign trade for the fiscal half year ending Dec. 31 last is of a most gratifying character, and is another proof that the financial and commercial condition of the country is becoming much more satisfactory.

One of the most pleasing features is in regard to the exports, the products of the country. These aggregated $89,790,407, against $69,891,422 the same period 1896, an increase of over 28 per cent. And one of the striking features in regard to this increase is that it is shared in by every branch of trade, except that which is classified under "Produce of the fisheries" and "Miscellaneous." This is shown by the following table:

EXPORTS, THE PRODUCE OF CANADA.

	1897.	1896.
Produce of the mine	$ 7,534,175	$ 5,146,066
" " fisheries	7,013,323	7,066,648
" " forest	19,320,247	18,623,061
Animals and their products	31,067,346	25,231,623
Agricultural products	19,545,481	8,960,541
Manufactures	5,248,150	4,763,418
Miscellaneous	71,685	100,065
	$89,790,407	$69,891,422

It will be noticed from the above table the increase is $2,388,009 in produce of the mine, $697,186 in produce of the forest, $5,835,723 in animals and their products, $10,584,940 in agricultural products, and $584,732 in manufactures. The increase of about 137 per cent. in agricultural products is little short of phenomenal. All Canada's industries are evidently in a fairly healthy condition.

Exports alone are not, however, indicative of a country's prosperity. The United States, for instance, during the time of its severest depression, largely increased its exports. The nature of the imports must also be taken into account in order that a proper estimation may be arrived at. Canada, in this particular, is not found wanting.

The total imports for the six months were $59,968,813, against $53,624,067 the same time last year. The increase in dutiable goods was 7.3 per cent., and in free goods about 18 per cent., while the increase in the duty paid was $462,576, about 4¾ per cent. The percentage of duty paid on the dutiable goods imported, was 29.22 in 1897, and 30.27 in 1896, a difference of 1.05 per cent.

The following is a list of the imports of dutiable goods, appertaining to the iron and hardware trade, for the half-year periods of 1897 and 1896 respectively, ending December 31:

DUTIABLE IMPORTS.

	1897	1896
Brass, manufactures of	$ 161,559	$ 172,291
Bicycles	125,041	150,971
Cars—railway and tram	52,508	92,689
Cement	142,894	.....
Coal	1,636,350	1,576,359
Copper, manufactures of	32,828	31,006
Glass, window	141,837	113,419
Glass, plate	79,820	111,352
Gunpowder and explosives	73,281	77,349
Iron and steel, and manufactures of:		
Band, hoop, sheet and plate	1,031,900	603,205
Bar iron and railway bars	254,103	140,858
Cutlery, hardware, tools and implements	1,009,167	707,830
Machines, machinery and engines	1,173,545	937,794
Pig iron, kentledge and scrap	512,317	206,489
Stoves and castings	95,336	83,586
Tubing	254,193	306,207
All other manufactures, iron and steel	1,533,395	1,110,706
Lead, and manufactures of	153,716	103,825
Metal, and manufactures of	256,775	145,125
Linseed oil	71,296	167,501
Paints and colors	312,462	256,452

It will be noticed that the decreases were only in brass and manufactures of bicycles. The increase, under the classification of imports of iron and steel and manufactures of, was $1,766,879, or 43 per cent., a most substantial increase, indeed.

The free imports during the first half of the fiscal year of 1897, ending with December 31, were $25,618,788, against $21,634,396 in 1896. Those appertaining to the iron and hardware and allied trades for these two periods were:

FREE IMPORTS.

	1897.	1896.
Broom corn	$ 43,203	$ 46,376
Coal (anthracite)	4,105,584	3,811,132
Hides and skins	1,563,278	1,136,566
India rubber, etc., crude	673,690	541,550
Brass and copper	421,507	287,311
Steel rails for railways	1,168,895	1,089,183
Iron and steel, all other	708,768	529,147
Tin and zinc	548,102	338,324
Metals, all others	124,549	92,054
Sisal, manilla and hemp, undressed	244,634	166,449

ANOTHER ERROR REGARDING CANADA.

ONE of the brightest trade papers in the United Kingdom is Commerce, published in London. Judging from the character of its articles it has a good grasp of matters, financial and commercial, in Great Britain, and in the European, Asiatic and African countries; but it has, like many other journals in the Motherland, a great deal to learn in regard to Canada.

In a recent issue the journal in question had an article in reference to the action of the Ontario Government in stipulating that after May 1st, next, when existing licenses must be renewed, all logs cut in the province must be cut into lumber in the province, and in that article it, among other things, said:

> The Dominion Government propose to compel American owners of Ontario timber forests to saw the logs obtained from them within the province. This will hit the Michigan lumbermen very hard indeed, and the policy of Dingley will scarcely commend itself in their eyes in the future. Possibly the strictly correct thing for Canada to do would be to start saw mills of their own which should "lick Creation," but a young country is impatient of new methods, and such mills could not be put up to-morrow or the day after.

In this extract, Commerce exhibits its ignorance of Canadian affairs in a two-fold sense.

The Dominion Government, in the first place, had no more to do with the regulations which stipulate that the logs shall be sawn before being taken out of the province of Ontario than had the editor of Commerce himself. The regulations were devised by, and will be enforced by, the Government of the province of Ontario.

The Dominion Government might, if it is so disposed, put an export duty on logs, but it has nothing to do with the regulations appertaining to Ontario's timber lands. The Government of the province of Ontario has, on the other hand, no power to place an export duty on logs, but it can create whatsoever regulations it sees fit in regard to the timber lands within its territory.

With regard to the suggestion that "possibly the strictly correct thing for Canada to do would be to start saw mills of their own," Commerce again exhibits its ignorance.

By the word "Canada" we presume our contemporary means Ontario, for the regulations, of course, only apply to that province. But, whatever it means, the suggestion is an empty one: We have saw mills, and a number of them. It is true that, owing to the mill men in the United States being able to tow logs with such facility from Canadian forests across Lakes Huron and Michigan to their own mills, a number of saw mills in Ontario are idle, but that does not follow that we have none.

We might state, for the further information of our contemporary, that some of the mills in operation in Ontario, and other parts of Canada, are enormous concerns, and large quantities of their product yearly find their way both into Great Britain and the United States. Last year, nearly $25,000,000 was taken by these two countries together.

We have gone to greater length in regard to this matter than we intended, but the mistakes, which are so commonly made by the British press, are most irritating, because they are, as a rule, entirely inexcusable.

British newspaper men are as intelligent and as capable as any under the sun, but in matters appertaining to Canada they presume too much and trouble themselves too little in ascertaining the facts upon which they are writing.

THE INSOLVENCY LAW QUESTION.

THE question of an insolvency law for Canada has been so freely ventilated that no new plea or argument is possible.

Every business man recognizes that the present condition of affairs is shameful, yet only the few are bestirring themselves to have our laws amended. The truth is, our standard of commercial morality is far below that which prevails in Great Britain.

Here, gentlemen who settle at 25 to 40c. on the dollar are often recognized as possessing genuine business ability, while the man who pays up and acts honorably is considered a poor, weak-spirited creature, quite out of place amongst up-to-date business men.

In Great Britain the foolish old prejudice in favor of honesty still exists, and men are compelled, not only by law, but by public opinion, to be upright.

In the counting-house of Keen, Robinson & Co., London, the great mustard manufacturers, there hang framed letters, telling each its own story of business failure, resulting from causes impossible to prevent, and yielded to only when no other course was open. The insolvents were honorably discharged, and embarked in business again.

The second venture was a greater success than the first, and the business was placed on a paying basis. With the very [illegible] available funds, every penny of their former indebtedness was paid off. These are not isolated cases; they are common, everyday occurrences.

No wonder British and Canadian business men do not see eye to eye.

It may be foolish, and quite out of keeping with modern American methods, which we are copying in Canada, but if we cultivated a belief in and high regard for greater honesty in business, there would be less need for insolvency legislation. Some kind of legislation of this character would be an aid in developing better business principles in Canada.

CREDIT AND CASH PRICES.

Merchants who sell goods on credit at a cash price will ultimately fail to make the revenue and expenditure ends of their business meet.

Wherever there is a credit business there must be losses: There are losses from bad debts and losses on interest account.

Losses from these sources, when they are not provided for in the price of the goods sold, are the canker worms which have eaten the heart out of what appeared to be many a prosperous business.

The wide-awake merchant endeavors by legitimate means to lessen the first cost of his goods: He studies the markets; he saves his discounts; he sells for cash; and if perchance he has to do a little credit he adds a slight percentage to the selling price of the article which is so sold.

Business is business; and it is only by hewing to the line of strict business methods that a merchant can hope to compete successfully with the departmental stores and his up-to-date confreres.

BRANTFORD BOARD OF TRADE.

At the annual meeting of the Brantford Board of Trade, held on Tuesday night, the following officers were elected for the year:

President—Harry Cockshutt,

Vice-President—T. H. Preston.

Secretary-Treasurer—Geo. Hately.

AMERICANS GETTING THE ORDERS.

THE leading feature of the demand for the spring importation of heavy material this year is the exceptional activity in barb wire. Individual commission men state that they have had about all they could do since the middle of December attending to this line alone.

Individual firms placed quantities amounting to 2,000 tons in December alone, and continue busy.

The large percentage of the eastern orders have gone to the Oliver Wire Co., of Pittsburg, but the consolidated company are selling to the Canadian trade direct, having representatives covering the different centres, both east and west. In a word, the United States material has, since the duty went off, as everybody expected, practically driven out the domestic article.

Coil chain, in the larger sizes, is another article in which the Americans practically monopolize the Canadian market, both west and east, this spring. In the smaller sizes English chain is still being ordered for spring importation by Montreal houses, but from ¼ to 5-16 the United States makers are getting all the orders. This is not surprising, as they offer ¼-inch at a price which about represents 3¼c. laid down in Montreal.

VANCOUVER'S FOREIGN TRADE.

During the calendar year, 1897, there were collected, at the Vancouver Customs House, duties to the extent of $462,037.74; inland revenue to the extent of $185,032.89 and $2,375.53 in other revenue, making a total revenue of $649,445.16. In February, the smallest amount, $43,066.30, was collected, but the next month, March, brought up the average with the largest total of the year, $83,609.54. The imports for the year were valued at $2,378,372 and the exports at $1,285,320.

PROPOSED NEW INDUSTRY.

A despatch from Brockville says: "W. R. Gardiner, of Sherbrooke, Que., has been in town for some days, endeavoring to form a company for the manufacture of electric light carbons of a quality different from those in use here. The patents are controlled at Sandusky, Ohio, where the parent factory is situated, and the idea is to establish a Canadian plant here on the basis of $20,000 stock. Two of the new carbons have been tested on the local circuit and are certainly much snperior in so far as their lighting capabilities are concerned."

THE BRITISH TIN PLATE INDUSTRY IN 1897.

IN ITS review of the British iron and steel industries for the year 1897, The Iron and Coal Trades Review, of London, includes the following remarks regarding the tin plate industry:

"The tin plate industry has had an exceptionally checkered career during 1897. Several times during the year it looked as if there was likely to be a considerable revival of demand, but these prospects have been dashed again and again by renewed depression, so that the mills have been worked with rather more irregularity than usual. The exports rose from a total of 18,217 tons in December, of 1896, to one of 28,201 in March, of 1897. This advance, however, was not maintained during the later periods of the year, and in July, which should have been a good shipping month, the exports fell again to only 18,235 tons, from which point no material rise took place until November, when an export of 24,145 tons was recorded. The total exports of tin plates for the first 11 months of the year were 250,736 tons, against 248,737 tons for the first 11 months of 1896 and 332,547 tons for the first 11 months of 1895.

"An indication of the irregular manner in which the tin plate works in South Wales were employed is furnished by the following table:

Number of mills in the tin plate works that have made returns to the Board of Trade at the end of each month—November, 1896, to October, 1897:

Month.	Mills working.	Mills not working.	Total.	No. of works reporting.
1896.				
November....	261	229	490	89
December....	328	164	492	89
1897.				
January	342	155	487	87
February	334	149	483	87
March	320	167	487	88
April	307	180	487	88
May	302	186	488	88
June.....	273	215	488	88
July	272	207	479	87
August.....	275	209	484	88
September....	273	211	484	87
October	306	170	485	87
November	325	159	484	86

"It will be observed that in the months of November and December, of 1896, two more works reported than in any of the months of 1897, which explains the large number of mills recorded. The comparative steadiness in the number of works reporting during the remainder of the year, however, guarantees to a large extent that the figures given for the mills are parallel and relevant to each other. There appears to have been a marked revival of business in December, 1896, when the number of operative mills rose to 328, against 261 in the previous month. In February, of 1897, the number of operative mills had increased to 334, which was a record figure for the year. In July the number of mills working had fallen to 272, but in October again, with the same number of works reporting, the number had increased to 306."

MONTREAL BOARD OF TRADE.

AT the adjourned annual meeting of the Montreal Board of Trade, Wednesday, the results of the annual elections were announced as follows:

James Crathern, president, by acclamation.

Charles F. Smith, first vice-president, by acclamation.

Robert Mackay, second vice-president, by acclamation.

Henry Miles, treasurer, by acclamation.

For Members of Council: Thomas McDougall, banking, 548 votes; E. L. Bond, marine insurance, 475; W. B. Matthewson, tea importer, 475; James W. Pyke, hardware, 474; David Watson, drugs, 480; A. J. Brice, dairy produce, 441; H. Laporte, groceries, 440; Wm. McMaster, iron, 438; Thomas Harling, shipping, 430; Fred. W. Evans, fire insurance, 428; Arch. W. Stevenson, chartered accountant, 392; Robert Peddie, grain. All the late council, eligible by the rules and seeking re-election, were elected. The total vote cast was the large one of 702, and included only eight spoiled ballots.

The successful candidates for the Board of Arbitration were: E. B. Greenshields, 559; John McKergow, 546; W. W. Ogilvie, 541; Robert Bickerdike, 534; Robt. Archer, 531; A. F. Gault, 524; David Robertson, 499; John Torrance, 496; A. G. Thomson, 472; Edgar Judge, 462; Hon. A. A. Thibaudeau, 449; David McFarlane, 412.

CHARLOTTETOWN BOARD OF TRADE.

The following are the new officers of the Charlottetown, P.E.I., Board of Trade:

President—Horace Haszard (re-elected).

Vice-President — W. H. Aitken (re-elected).

Secretary-Treasurer — E. T. Higgs (re-elected).

Council—D. Farquharson, T. Handrahan, L. L. Beer, George Auld, S.W. Crabbe, Nelson Rattenbury, James Patton and John Newson.

Arbitrators—T. A. McLean, Jamas Paton, John Newson, W. D. McKay, George Auld, F. Perkins, Mark Wright, J. T. Crockett, W. W. Clark, F. H. Beer, H. W. Longworth, R. MacMillan.

Delegate to the Maritime Board of Trade—Hon. David Laird.

TRADE WITH THE WEST INDIES.

As our readers are aware, Canada is desirous of securing a greater share of business with the West Indies. Efforts have frequently been made to develop this trade, but the success which has attended these attempts has not been as satisfactory as they deserved.

The C.P.R., with a desire to increase this trade, sent its commercial agent, Mr. J. H. VanZile, to investigate the possibilities of extending trade in the desired direction. Mr. VanZile visited the various islands, and the result is a 24-page report.

In the report the point is raised that as as the freight rates are the same to St. John as to New York or Portland, and the steamship rates the same from St. John to the West Indies as from these United States ports, Canadian merchants should have a much better share of this trade. The C.P.R. is to be commended for the energy it has shown in thus seeking to extend Canadian trade.

The following are extracts from the report:

ST. THOMAS.

St. Thomas, a Danish island, has a population of about 12,000, who import the larger portion of their goods from New York. This island does not export anything excepting bay rum, which is distilled there, and sold at $3.50 (gold) in cases of 12 quart bottles; 20,000 barrels American flour and 3,000 barrels cornmeal, the latter costing $1.80 per barrel of 196 lbs., were consumed last year. The impression exists that Canadian cornmeal is not ground as fine as that imported from the United States, and on that account United States meal is preferred.

Oats are received mostly from Prince Edward Island on consignment, prices based on New York quotations. Yellow corn is shipped in bags of 112 lbs.; white oats in bags of 160 lbs.; split peas in barrels of 210 lbs. Freight from New York at the following rates: Oats, 40c. per bag; corn, 20c.; peas, 60c. Very little hay or straw is imported.

The butter used on this island is mostly from Halifax; oleomargarine comes from New York. Pork, from 3,000 to 3,500 barrels, is imported from New York at a cost of from $7 to $9 per barrel of 200 lbs.; 20,600 lbs. lard, in barrels of 200 lbs., tierces of 300 lbs., and tins of 25 lbs.; also about 4,000 bushels of black and red-eyed peas, all of which are imported from New York. There are about 10,000 lbs. Canadian butter used on this island yearly; it is well liked, and no doubt the amount can be increased. About 4,000 36-lb. boxes of common soap, purchased in Liverpool at from 3½ to 4c. per lb., are used annually. Danish butter is sold there in 1-lb. tins at 50c., 2-lb. tins 90c., 28-lb. tins at 35c. per lb.; American butter in 5 and 25-lb. tins at 14c. per lb. delivered at St. Thomas; Halifax butter, imported in tubs of 25 lbs. each, costs, landed at St. Thomas, 17½c., and is sold for 20c. per lb.; it is considered a better butter than American, but will not last as long on account of the latter being put up in better packages.

The American lard, in 5-lb. tins, costs at St. Thomas 37c., and in 25-lb. tins 6c. per lb. This lard costs them net in New York $5.10 per 100 lbs. in 25-lb. tins and $6.10 per 100 lbs. in 5-lb. tins.

Biscuits, Harris', New York, "Pilot" and "Navy," in barrels averaging 75 lbs., at $1.75 to $2 per barrel. All canned goods are imported from England, except corned beef, which is put up in Chicago. "Ferris'" New York hams sell from 16 to 18c. per lb. Cheese, a very small amount used, but there should be a market for Canadian cheese put up in 7 or 8-lb. packages, which would retail at from 20 to 22c. per lb.

Carriages, not more than 6 or 8 per year imported, and mostly second-hand. Hardware, from $1,500 to $2,500 worth imported from the United States each year. Furniture, a small quantity, very inferior white pine, imported from New York. Boots and shoes, about 10,000 pairs imported per year from the United States, mostly a cheap, inferior quality.

The business on this island is done mostly by actual sale to merchants, they paying for their goods in drafts of 30 to 60 days.

Coal, ice and vegetables are free of customs duty. All other goods are subject to duty of 3 per cent. on the declared value at place of purchase.

BERMUDA.

The conditions of trade with this island are as follows, the importations, as shown, being taken from the Blue Book issued by the Government for the year 1896:

	Imports from the United States.	Imports from Canada.
Agricultural Implements.	14 pkgs	nil
Alcohol	293 gals	nil
Bran	21,596 pkgs	nil
Bread	4,002 bbls	6 bbls
Building material	2,791 pkgs	50 pkgs
Butter	119 tons	13 tons
Box material	50,478 feet	286,000 feet
Boats	6	nil
Bicycle supplies	41 pkgs	nil
Books	98 pkgs	30 pkgs
Bulbs	1 pkg	nil
Bicycles	863	15
Cake	18 pkgs	nil
Candles	279 boxs	nil
Carriages	48	14
Cheese	40 tons	14 tons
Clothing	111 pkgs	20 pkgs
Coffee and Cocoa	19 tons	nil
Corks	10 pkgs	nil
Corn	41,184 bushs	nil
Confectionery	839 pkgs	9 pkgs
Cotton goods	561 pkgs	12 pkgs
Carriage material	116 pkgs	nil
Cigars	289,575	150 in No
Cigarettes	14 cwt	1 cwt
Coals	5,686 tons	nil
Cordials	12 gals	nil
Drugs	1,374 pkgs	151 pkgs
Earthenware	679 pkgs	3 pkgs
Electric goods	83 pkgs	nil
Eggs	538 pkgs	49 pkgs
Fertilizer	14,707 lbs	nil
Fish, preserved	942 pkgs	3,414 pkgs
Fancy goods	370 pkgs	7 pkgs
Flour	20,886 bbls	29 bbls
Fruit, fresh	3,543 pkgs	260 pkgs
Fruit, dried	2,304 pkgs	112 pkgs
Fruit, canned	6,236 pkgs	123 pkgs
Furniture	1,534 pkgs	490 pkgs
Firewood	12 cords	23 cords
Fireworks	19 pkgs	nil
Feed	nil	3,270 bushs
Glassware	579 pkgs	nil
Groceries	7,602 pkgs	183 pkgs
Gunpowder	198 bbls	nil
Gasolene	641 gals	nil
Gas	127 pkgs	nil
Hay	8,880 bdls	8,638 bdls
Hardware	2,238 pkgs	25 pkgs
Horses	69	23
Ice	1,124 tons	nil
Jewelry and Plated-ware	194 pkgs	8 pkgs
Lard	27½ tons	10 cwt
Leather manufactures	1,011 lbs	320 lbs
Lumber	1,250,000 feet	39,953 feet
Laths	50 pkgs	1,070 pkgs
Malt Liquor	2 hhds and 1,281 doz	11 hhds and 37 doz
Metal manufactures	781 pkgs	nil
Machinery	280 pkgs	1 pkg
Matches	36 pkgs	293 pkgs
Meal	3,923 bbls	71 bbls
Musical Instruments	72 pkgs	5 pkgs
Mineral Waters	133 bbls	nil
Moss	9 bbls	nil
Molasses	1,438 gals	121 gals
Meats, chilled	36 tons	nil
Marble	nil	12 pkgs
Naphtha	5,443 gals	nil
Natural History Specimens	4 pkgs	nil
Oats	73,276 bushs	36,644 bushs
Oil, kerosene	220,045 gals	nil
Oils, paints	292 pkgs	47 pkgs
Oleomargarine	15 tons	nil
Oxen and Cows	1,755	16
Perfumery	93 pkgs	nil
Paper	1,037 lbs	nil
Potatoes	5,883 bbls	9,360 bbls
Poultry	132 pkgs	92 pkgs
Provisions	335 tons	1 ton
Pigs	13 pkgs	7 pkgs
Photo goods	89 pkgs	nil
Phosphate Rock	25 tons	nil
Preserves	89 pkgs	nil
Peas and Beans	1,082 bbls	5 bbls
Plants	70 pkgs	nil
Paintings, Engravings	6 pkgs	nil
Rice	6 tons	nil
Rape	379 pkgs	nil
Rope	nil	12 pkgs
Rum	12 gals	nil
Salt	847 bbls	nil
Sugar	130 tons	28 tons
Seed	112 pkgs	nil
Sheep	2,441 head	107 head
Ship Chandlery	70 pkgs	13 pkgs
Soap and Starch	4,546 pkgs	82 pkgs
Stationery	361 pkgs	9 pkgs
Straw goods	1,158 pkgs	nil
Sawdust	43 pkgs	nil
Spars	150	90
Silk goods	2 pkgs	nil
Straw	1,116 bales	nil
Sculpture	3 pkgs	27 pkgs
Tea	23 tons	4 cwt
Tinware	292 pkgs	nil

	Imports from the U. S.	Imports from Canada.
Tobacco	14 tons	2 tons
Vegetables	1,643 pkgs	1,681 pkgs
Woodenware	275 pkgs	121 pkgs
Woolen goods	6 pkgs	nil
Whiskey	972 gals	985 gals
Wine	82 pkgs	11 pkgs

	Exports to the United States.	Exports to Canada.
Arrowroot	1 ton	nil
Beets	464 crates	nil
Bulbs	13,658 pkgs	574 pkgs
Barrels, empty	2,719	nil
Bottles, empty	nil	184 doz
Casks, empty	2,002	632
Cedar	4 pkgs	nil
Fruit, fresh	12 pkgs	5 pkgs
Furniture	48 pkgs	103 pkgs
Flowers, cut	4,951 pkgs	15 pkgs
Groceries	37 pkgs	54 pkgs
Hides	1,031	303
Iron, old	nil	100 tons
Marine Specimens	9	nil
Metal, old	nil	7 tons
Onions	313,229 crates	6,100 crates
Potatoes	21,610 bbls	74 bbls
Plants	127 pkgs	nil
Piano	nil	1
Skins	1,737	nil
Spirits	26 casks	nil
Tallow	84 bbls	nil
Tomatoes	38 bxs	401 bxs
Vegetables	11,441 pkgs	24 pkgs
Wine	21 pkgs	nil
Whalebone	nil	1 ton
Whale Oil	nil	6 puns

The reader will note from the above that but a small proportion is from Canada, compared with that from the United States. There were only 29 bbls. flour from Canada in the year 1896, as against 20,886 bbls. from the United States; other goods in proportion.

The cost of goods varies according to the condition of the market, and is governed by New York quotations. Dealers on this island purchase direct, and are continually getting quotations from manufacturers in all parts of the world. Very few goods are shipped there on consignment.

Bermuda admits all Canadian goods, except tobacco, wines and spirits, at 5 per cent. ad valorem.

The rate on flour from New York is practically 40c. per barrel. Corn is shipped in two-bushel bags; oats 96-lb. bags; split peas in barrels; hay in pressed bundles of from 100 to 120 lbs. each.

There are also shipped to this island a large number of beef cattle for supplying the military post; they are shipped in lots from 20 to 30 head per month and slaughtered there. This contract is awarded yearly, and generally to a resident butcher, who purchases the cattle delivered at Bermuda, to be slaughtered by him there. A contract in also awarded for supplying the military post with bread, and the baker filling this contract uses about 400 barrels per month.

ST. KITTS.

The British Island of St. Kitts has a population of 32,000. It does very little business with Canada, except in butter and cheese. Of the former, 7,363 lbs. was imported in 1896 from Canada, compared with 5,664 lbs. from the United States, and 7,993 lbs. from the United Kingdom; and of cheese, 5,121 lbs. from Canada, compared with 21,633 lbs. from the United States, and 616 lbs. from the United Kingdom.

Flour, corn and oats, amounting last year to 24,273 bbls., 18,966 bush., and 51,762 lbs., respectively, were imported from the United States; the majority of the sugar estates import their oats direct from England. The brands of flour used are principally "Knickerbocker," "St. Lawrence," "West India Belle," and "Foaming Sea." Freight rate from 25 to 50c. per bbl. Corn in two-bushel bags costs 74c. per bag on the island. Holmes & Coutts' New York biscuit is used principally, at a cost of from $1.95 to $2 per barrel in New York. Very few canned goods are used.

Of hams about 10 tons are consumed; the "Diadem" brand, costing in New York about 9½c. per lb. These hams are sugar-cured, with and without covers. Of cornmeal, quite a large quantity is used, costing $2.65 per bbl. of 196 lbs., delivered. Groceries and dry goods are all imported from England and New York. Furniture, very little imported. Boots and shoes, about half the quantity used is imported from Canada.

The following is a statement of the principal goods imported and duties levied on same:

Flour, per bbl	$1 20
Oatmeal, per bbl	0 96
Cornmeal, per bbl	0 50
Hams and bacon, per 100 lbs	2 00
Lard and its compounds, per 100 lbs	1 00
Butter, per 100 lbs	2 00
Cheese, per 100 lbs	2 00
Bread and biscuits, common, per bbl	0 25
Grain—oats, per bushel	0 06
Peas, beans and barley, per bushel	0 12
Salt beef, per 100 lbs	1 00
Fish, dried or smoked	0 36

GOODS ADMITTED FREE.

Animals, alive, to include sheep, hogs, poultry and all suckling animals.

Books; eggs; fish, fresh or on ice; fruits; salt; furniture in use.

The principal exports of this island are sugar, molasses and rum.

ST. CROIX.

St. Croix, a Danish Island, has a population of about 20,000. Of this number 10 per cent. only are white.

There are 20,000 bbls. flour used on this island per year; the price is based on New

Not Ordinary Mixed Paints

There are a great many mixed paints that are very poor. It's safe to say the majority are poor. It is on account of this, many are suspicious of any paint prepared for use.

We want to make it plain that

THE SHERWIN-WILLIAMS PAINTS

are not at all like ordinary mixed paints, most of which are simply cheap mixtures made to sell.

With **THE SHERWIN-WILLIAMS PAINTS** we simply take the best paint materials—lead, zinc and linseed oil—and, instead of your mixing them up in a crude way in a paint pot, we do it by special machinery. In this way we get a fineness and spreading capacity, and better wearing qualities than you can. It's the material we use, and our way of handling it, that make our paints right.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

York quotations; the freight is 50c. per bbl. Goods for this island are principally imported from New York, with the exception of about 500 bags of oats from Canada, and a small quantity of butter, which compares very favorably with Danish butter. They import about 200,000 lbs. butter, 10 per cent. of which being high grade, and the balance mostly oleomargarine imported from New York at a cost of from 7 to 8c. per pound in that city. Groceries, dry goods and hardware are all imported from New York. Very little demand for furniture, as it is mostly manufactured there.

Import duties average about 12½ per cent. on the value of the goods landed on the island.

The exports from the island are about 12,000 tons sugar and 1,000 puncheons molasses. Rum is also manufactured, but they have very little demand for it. White rum is sold at 22c. (proof) wine gallon.

The two principal towns on this island are Frederiksted and Christiansted, they being about 15 miles apart, on opposite sides of the island. At the former place (leeward side) vessels of any draft can enter the harbor; but at the latter place only sailing vessels of light draft can be used.

ANTIGUA.

This island is a British colony, with a population of about 36,000. The annual import of wheat flour for the year 1896 was 16,303 bbls.; rye flour, 66 bbls.; cornmeal, 7,046 bbls.; corn, 29,696 bushels, all of which was imported from the United States. The flour principally used there is the "St. Lawrence," "Knickerbocker" and "White Light" brands. There were 1,304 bushels oats imported from Canada, 59 bushels from the United States, and 830 bushels peas and beans; of this 370 bushels were from Canada. There were 571,200 lbs. pork imported from the United States, and 78,600 lbs. from Canada. Cheese, 11,470 lbs. imported from United States, and 4,412 lbs. from Canada. Butter, 6,808 lbs. from the United States, 31,785 lbs. from the United Kingdom, and 2,802 lbs. from Canada.

There were imported to this island from the United States 4,438 lbs. lard, 40,130 lbs. beef, 11,318 lbs. hams and bacon; also from the United Kingdon, 6,094 lbs. of hams and bacon, and 5,828 lbs. tea.

The cornmeal for this island should be well kiln dried, and put up in barrels of 196 lbs. net. Oats are imported in two-bushel bags of 112 lbs.

The principal biscuits imported are the "Bordeaux" brand, costing $2.10 per bbl. in New York; also about 600 half-barrels butter crackers, and from 300 to 400 boxes of fancy crackers, such as lemon and sugar; the latter are principally imported from England.

Of condensed milk about 200 dozen 1-lb. tins are used. A market for a first-class article may be found there at $1.10 per doz. Of canned meats, Armour's manufacture is principally used, and about 40,000 lbs. of all kinds consumed. Corned beef is put up in square pound tins; roast beef in circular 1-pound tins. Cheese, "Randall's Young America" and "Gloucester" brands, in 7 and 30-pound packages, costing on an average about 14c. per pound in New York. No demand for carriages on this island. Groceries and dry goods are mostly imported from England. Grey, blue and brown duck is imported from Canada at from 6 to 10c. per yard. The English duck at 6c. is not quite equal to Canadian.

There should be a limited market for Canadian oil and paints on account of freight rates being less than from England, where they are now purchased. Boots and shoes are mostly imported from the United States; the kind used cost from 90c. to $1.30 per pair; only a small quantity of a better quality used. Canned salmon, from 400 to 500 dozen one-pound tins are used. Columbia River "Republic" brand, purchased in New York at $1.50 per dozen, "Anchor" at $1.25.

The following is a statement of the principal goods imported, and duties levied on same:

Flour, per bbl.	$1 20
Oatmeal	0 96
Cornmeal	0 48
Ham and bacon, per 100 lbs.	2 00
Lard and its compounds, per 100 lbs.	1 00
Butter, per 100 lbs.	2 00
Cheese, "	2 00
Bread and biscuits, common, per bbl. of 200 lbs.	0 24
Grain, oats, per bushel	0 06
Peas, beans, and barley, per bushel	0 12
Salt beaf, per 100 lbs.	1 00
Fish, dried or smoked, per 100 lbs.	0 36
Cattle, each	1 20

GOODS ADMITTED FREE.

Animals, alive, to include sheep, hogs, poultry, and all suckling animals.

Books; eggs; fish, fresh or on ice; fruits; salt; furniture in use.

DOMINICA.

This island is a British colony with a population of about 27,000. The imports for the year 1896 were 6,471 bbls. flour, mostly of the New York brands "St. Lawrence" and "Knickerbocker"; 827 bushels corn, and 434 bushels oats, all from the United States. Hay and straw are not imported. 227 bbls. biscuits, "Pilot" and "Bordeaux" brands, from the United States; 1,475 lbs. canned fruits were imported from the United Kingdom. Hams, 6,689 lbs., half from the United States and half from the United Kingdom; and 126 bbls. corn meal from the United States. Cheese 3,594 lbs., butter 33,782 lbs., lard 5,152 lbs., all imported from the United States. Groceries and hardware, about $6,000 worth are imported from the United Kingdom and United States. Paints and paint oils are imported from the United Kingdom; 2,579 gallons of kerosene and 2,299 gallons of cotton seed oil were imported from the United States. Medicines and drugs, to the value of about $2,000; also, boots and shoes to the value of about $7,500, from the United Kingdom.

The exports from this island for the year 1896 were 616 tons of "Muscovado" sugar, and 229 tons "Crystalized" sugar; 7,100 bunches of bananas, 4,036 bbls. limes, 2,850 bbls. oranges, 100,925 cocoanuts, 50,367 gallons concentrated lime juice, and 107,344 gallons raw lime juice. 434 gallons of bay oils, 27 gallons of orange oils, 1,942 gallons of lime oils, and cocoa 993,456 lbs.

The following is a statement of the principal goods imported, and duties levied on same:

Flour, per bbl.	$1 46
Cornmeal	72
Hams and bacon, per 100 lbs	2 00
Lard and its compounds, per 100 lbs.	1 20
Butter, per 100 lbs.	2 40
Cheese, "	2 00
Bread, pilot or navy, crackers and soda biscuit, per bbl., not exceeding 100 lbs	72
Cattle, each	1 02
Grain, oats, per bushel	12
Peas, beans, and barley, per bushel	12
Salt beef, per 100 lbs	1 00
Fish, dried or smoked, per 100 lbs.	60

GOODS ADMITTED FREE.

Books; eggs; fish, fresh or on ice; fruits; salt; furniture in use.

ST. LUCIA.

Is an English colony with a population of 46,671. This island is the principal coaling station for the English navy in the West Indies, and is very strongly fortified and a large number of English troops are stationed here.

14,011 bbls. flour were imported in the year 1896, the principal brand is "Prize Winner," manufactured by Hecker, Jones, Jewel Milling Co., of New York; and 2,907 bushels corn, principally from the United States; 581 bushels oats imported from Canada, and 3,003 bushels peas and about 100 tons of pressed hay from the United States.

Of biscuits, 6,979 lb., fancy, from England; 666 lbs., fancy, from the United States; 725 bbls. common biscuits from the United States.

Smoked hams, 18,437 lbs., principally "Mount Vernon" brand used, weight from 8 to 10 lbs. each; 11,435 lbs. of these hams

H. S. HOWLAND, SONS & CO.

37 West Front Street

WHOLESALE ONLY

Toronto.

To the Retail Hardware Trade of Canada

Before placing your orders for

Window Glass, Putty, Hinges
Cut Nails, Wire, Rope, Chain
Wire Nails, Axes, Steel
Horse Nails, Files
Horse Shoes

Miners' Picks, Shovels, Etc.

and any other staple lines, it will pay you to submit your specifications to us for prices.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

Toronto

Graham Cut and Wire Nails are the Best.

were imported from the United States, the remainder from the United Kingdom.

Cheese and lard are imported from the United States; butter from France and the United Kingdom. A few packages of Canadian butter have been imported, put up in tubs of 50 lbs., and the butter from France in from 1 to 2 pound tins. The amount of cheese, lard and butter imported was, cheese 24,822, butter 22,650, lard 65,254 lbs.

Only one carriage imported during the year; very few used.

Groceries, dry goods and hardware imported principally from the United Kingdom.

Furniture to the value of $1,156 was imported principally from the United Kingdom, and consisted chiefly of bent wood furniture.

Drugs to the value of $3,608 were imported principally from the United Kingdom.

Boots and shoes valued at from $1 to $2 per pair retail, principally imported from the United States; a small quantity from France and Canada.

The exports from the island consisted of the following:

"Muscovado" sugar, 493 tons; "Usine" sugar, 3,055 tons; molasses, 105,000 gallons; rum, 1,280 gallons.

The following is a statement of the principal goods imported, and duties levied on same:

Flour, per bbl.	$1 10 2-5
Cornmeal	55 1-5
Lard and its compounds, per lb.	3 1-2
Butter	4 3-5
Cheese	2 3-10
Oats, per bushel	9 1-5
Peas and beans, per bushel	9 1-5
Cattle, each	1 38
Beef, salted or picked, per lb.	2 3-10
Biscuits and bread, common, per bbl.	55 1-5
Biscuits and bread, fancy, per 100 lbs.	1 10 2-5
Fish, salted and dried, per 100 lbs.	55 1-5
Pork, salted and pickled, per lb.	3
Salt, coarse, per bbl	20 7-10
Salt, table, per 100 lbs	27 3-5

GOODS ADMITTED FREE.

Eggs; fish, fresh or on ice; fruits and vegetables, fresh.

(Continued next week.)

TORONTO BOARD OF TRADE.

These are the officers elected at the annual meeting of the Toronto Board of Trade, held on Tuesday last:

President—Elias Rogers (acclamation).

First Vice-President—A. E. Kemp (acclamation).

Second Vice-President—M. C. Ellis.

Treasurer—A. E. Ames.

Harbor Commission—W. A. Geddes, J. T. Matthews.

Board of Arbitration—Lieut.-Col. John I. Davidson, J. H. G. Hagarty, Thomas Flynn, John Carrick, J. D. Laidlaw, C. W. Band, W. K. McNaught, J. H. Sproule, D. O. Ellis, R. J. Score, C. Goode, P. R. Millen.

Council—Edward Gurney, W. D. Matthews, E. B. Osler, H. N. Baird, Stapleton Caldecott, D. R. Wilkie, W. G. Gooderham, Peleg Howland, M. McLaughlin, J. Herbert Mason, W. C. Matthews, Thos. Dunnett, Jas. D. Allan, George Keith and Henry Pellatt.

POSSIBILITIES IN SPARE MOMENTS.

THE present time is the raw material out of which we make whatever we will. Do not brood over the past, or dream of the future, but seize the instant and get your lesson from the hour. The man is yet unborn who rightly measures and fully realizes the value of an hour. As Fenelon says, God never tries but one moment at a time, and does not give a second until he withdraws the first.

Lord Brougham could not bear to lose a moment, yet he was so systematic that he always seemed to have more leisure than many who did not accomplish a tithe of what he did. He achieved distinction in politics, law, science and literature.

Doctor Johnson wrote "Rasselas" in the evenings of a single week, to meet the expenses of his mother's funeral.

The wise Cato said that he regretted only three things in life—telling his wife a secret, going once by sea when he could have gone by land, and passing one day without doing anything.

Lincoln studied law during his spare hours while surveying, and learned the common branches unaided while tending store. Mrs. Somerville learned botany and astronomy and wrote books while her neighbors were gossiping and idling. At eighty she published "Molecular and Microscopical Science."

The worst of a lost hour is not so much in the wasted time as in the wasted power. Idleness rusts the nerves and makes the muscles creak. Work has system, laziness has none. President Quincy never went to bed until he had laid his plans for the next day.

Dalton's industry was the passion of his life. He made and recorded over 200,000 meteorological observations. He seldom lost a moment.

In factories for making cloth a single broken thread ruins a whole web; it is traced back to the girl who made the blunder, and the loss is deducted from her wages. But who shall pay for the broken threads in life's great web? We cannot throw back and forth an empty shuttle: threads of some kind follow every movement as we weave the web of our fate. It may be a shoddy thread or wasted hours or lost opportunities that will mar the fabric and mortify the workman forever; or it may be a golden thread which will add to its beauty and lustre. We cannot stop the shuttle or pull out the unfortunate thread which stretches across the fabric, a perpetual witness of our folly.

Don't defer your good deeds until you have time to do them. Very little good was ever done during hours of leisure. It is the men and women who are crowded with work who build hospitals, churches and orphan asylums and do the great charities of the world.

No one is anxious about a young man while he is busy in useful work. But where does he eat his lunch at noon? Where does he go when he leaves his boarding-house at night? What does he do after supper? Where does he spend his Sundays and holidays? The way he uses his spare moments reveals his character. The great majority of youths who go to the bad are ruined after supper. Most of those who climb upward to honor and fame devote their evenings to study or work of the society of the wise and good. For the right use of these leisure hours, what we have called the waste of life, the odd moments usually thrown away, the author would plead with every youth. Each evening is a crisis in the career of a young man. —Pushing to the Front.

BULLET THROUGH HIS HAND.

Mr. Jos. R. Fluker, manager of the Dunlop & Co. hardware business, Pembroke, Ont., "didn't know it was loaded," and in consequence is now carrying his arm in a sling. He was examining a revolver just returned from the repair shop and snapped the trigger on a loaded chamber while the muzzle was resting against the palm of his hand. The bullet went through the fleshy portion of the hand, just scraping the bone, inflicting an ugly but not serious wound. The revolver had been previously loaded and all the chambers discharged but one, on which the trigger had been snapped, but failed to discharge it. Mr. Fluker had examined the cylinder and noticing the puncture on the cartridge concluded that all the cartridges were empty. The result might easily have been more serious, and Mr. Fluker fully realizes the narrowness of his escape.

RETAILERS ELECT OFFICERS.

The annual meeting of the Retail Merchants' Association, of Toronto, was held on Tuesday evening, in Shaftesbury Hall. The election of officers resulted as follows: President, Mr. W. B. Rogers, the Chas. Rogers Sons Co., furniture, Yonge street; 1st vice-president, Mr. Wm. Dineen, hatters and furriers, Yonge street; 2nd vice-president, Mr. George Boxall, hardware, Yonge street; treasurer, Mr. Henry Davis, Berlin wools, Yonge street; secretary, Mr. E. M. Trowern, of B. & H. B. Kent, jewellers, Yonge street.

Secretary Trowern urged upon the members the necessity of looking to the interests of retail merchants first and foremost in casting their ballots for members of the coming Legislature, and to vote only for those who supported their bill, now before the House.

The American Axe & Tool Company

MANUFACTURERS OF

Axes, Adzes, Hatchets, Mattocks, Picks, etc.

T. C. COLLINS
No 10 St. John St., Montreal
Agent for Canada.

253 Broadway
NEW YORK

Catalogues and Price List on application.

HOW TO PREVENT SMOKE.

ONE means of obtaining relief from smoke from boiler and other chimneys was, years ago, found in simple forms of apparatus, in which the chimney gases were more or less thoroughly washed by sprays of water. These latter were intended to, and in many cases did, remove particles of soot from the gas currents, and the latter, as they issued from the chimney tops, were comparatively, if not wholly, free from those characteristics which constitute the smoke nuisance of to-day. The extracted soot was, moreover, not a waste product, but was utilized, in one instance at least, in the manufacture of an excellent quality of ink.

At the present time, with smoke suppression as an absorbing topic in many localities, it would seem worth while to practically resurrect some of these old devices a little more frequently than is the case, for in a few places they are in service in a more or less modified and improved state, and with apparently satisfactory results. The simple theory in the whole matter of smoke always has been that the best way to prevent it is not to make it, and it is along this line that intelligent inventive efforts have of late years been expended. The fireman, too, as a smoke preventer or a smoke making nuisance, has attracted attention, and the importance of his function is to-day tolerably well appreciated by most boiler-owners. But after all there are in every manufacturing district furnaces which owners will not provide, except under compulsion, with possibly expensive smoke-preventing equipment, in the shape of mechanical stokers, for example, however economical in final results, and to these the simple smoke-washer, or absorber, did they but know it, would be an acceptable means of helping to suppress the objectionable chimney discharges.—Science and Art of Mining.

LARGE ORDER FOR RAILWAY FENCING.

The Page Wire Fence Co. has just received an order from the Atlantic and Lake Superior Railway Co., for 200 miles of their standard railway fencing. This amount of fencing will make about 30 carloads, and must all be shipped by September 1, which, with the Page Co.'s already large and growing farm and railroad trade, will make things livelier than ever around their factory this year. We understand that, with one or two exceptions, every railroad company of any importance in Canada is now using the famous Page fencing exclusively. Certainly nothing but a superior article at a low price could reach such a degree of popularity.—Herald, Walkerville, Ont.

DEATH OF JOHN MORROW.

John Morrow, of the John Morrow Machine Screw Co., Ingersoll, Ont., died on the 21st inst. Mr. Morrow has been in failing health for some years and the last two winters were spent in Texas and California in the hope of recruiting his strength. He has been confined to the house for some weeks past and his death was not unexpected.

Mr. Morrow was born, near Milton, in 1851. For some years he was a cheesemaker in the county of Huron. Later on he was in the agricultural implement business at London. Then he entered into partnership with W. H. Wortman in the manufacture of hay forks. After continuing that business for some time he severed his connection with the firm and established the screw works, which he had so successfully conducted since. Ten years ago he removed his works to Ingersoll, where the business was conducted under the name of the John Morrow Co., and later as the John Morrow Machine Screw Co. Mr. Morrow leaves a widow and four children.

The Ontario Game Wardens think that Klondyke supply merchants are inducing settlers to kill deer for the sake of their hides, to sell to miners. The Deputy Warden at North Bay has seized a number of deer skins and deer horns.

John Bowman Hardware & Coal Co.

LONDON, ONT.

Linseed Oil, Glass, White Lead, Mixed Paint, Spades and Shovels, Screen Wire, Screen Doors, Fence Wire, Harvest Tools, **Shelf Goods and Cutlery.**

YOUR SPRING ORDERS SOLICITED.
CLOSE PRICES.

NEW STOCK ALL BOUGHT FOR CASH.
PROMPT SHIPMENT.

ST. JOHN HARDWAREMEN DINE.

THE third annual dinner of the St. John, N. B., Iron and Hardware Association, was held at the Hotel Dufferin, on the evening of the 19th inst. The chair was taken by the president, Thos. McAvity, at about 9.30, and the following named members and guests sat down to a very handsomely decorated table : Mayor Robertson ; D. J. McLaughlin, president Board of Trade ; R. B. Emerson, vice-president ; W. H. Thorne, S. Hayward, J. C. Robertson, James Mowat, Ald. T. B. Robinson, W. O. Purdy, H. A. Drury, J. A. McAvity, J. H. McAvity, C. B. Allan, Geo. Horton, T. C. Lee, Thos. Bell, George McDonald, A. T. Thorne, John Keefe, P. McMichael, J. P. McIntyre, George Ketchum, H. Coates, J. E. Whittaker, H. G. Rogers, Alfred Markham, W. L. Hamm, A. M. Rowan, M. E. Agar, J. E. Wilson, Geo. Beverley, J. J. Barry, secretary.

The menu card was a perfect copy of a six-inch strap hinge, gilded with what was said to be Klondyke gold.

The following was the menu :

Oysters on the Shell.
Sherry.
Consomme Printaiere. Clam Bisque
Haut Sauterne.
Boiled Salmon. Dutchman's Sauce.
Potatoes a la Parisienne.
Oyster Patties.
Vol au Vents of Calves Head.
Chicken Salad.
Champagne.
Roast Ribs of Beef, Dish Gravy.
Roast Young Turkey.
Dressed with Hazelnuts, Oyster Sauce.
Cream Potatoes. Brussels Sprouts.
French Peas. Asparagus.
Roman Punch.
Roast Partridge, Bread Sauce.
Plum Pudding.
Hard and Brandy Sauce.
Apple Pie. Mince Pie.
Rum Jelly.
Stilton. Pepsin.
MacLaren's Cheese.
Dessert.
Pineapple Ice Cream.
Coffee.

After full justice had been done to the excellent dinner, which was well served by the staff of Hotel Dufferin, the usual toasts were honored.

"The Queen," after which followed the toast of "Our Association," by the chairman, responded to by M. E. Agar, who said he regretted that Mr. Fisher, through slight illness, was unable to atted. He would, in his absence, endeavor to do justice to so good a subject. Mr. Agar spoke briefly of the benefits of the association.

Song by John Keefe, "A Hot Time in the Old Town To-night," was admirably sung.

The next toast, by Vice-president Emerson, "The City of St. John and Its Mercantile Interests."

Mayor Robertson, in replying to this toast, said that this was the third occasion on which he had been present at the very pleasant dinners of this association. He felt that the friendly feeling so prominently shown in these meetings proved that business could be done without any unfriendly feelings arising. His Worship then continued, and made a patriotic speech, well calculated to impress those present with a desire to do their utmost to keep the city of St. John in the foremost ranks in the race for industrial development.

D. J. McLaughlin, the president of the Board of Trade, made a very practical speech, referring to the large shipments of lumber from St. John, in the manufacturing of which the hardwaremen contributed very largely. He ventured to say that though the Board of Trade was not obtrusive, it might be relied upon to assist in every movement to advance the welfare of the city.

Samuel Hayward then proposed the toast of "The Iron and Hardware Manufacturers" in a speech very much to the point.

P. McMichael, manager of James Robertson & Co., Limited, who has recently come to St. John from Toronto, made a very practical speech, interesting the gentlemen present.

W. O. Purdy, speaking for the wire nail industry, stated that their business was in a satisfactory condition, and St. John was holding its own in the competition for the trade of Canada, and was also moving on the Old Country by negotiating for business there.

W. H. Thorne said he fully agreed with the previous speakers in their desire to assist in the development of home manufactures in preference to those outside.

The next toast was proposed by W. H. Thorne, "Our Guests." He first made a few remarks relative to the association, which had been in successful operation for four years, and was now in a healthy condition. This toast was responded to by Deputy Mayor Robinson, Lieut.-Col. Markham, and John E. Wilson.

George McDonald proposed "The Ladies," and this was responded to by George H. Horton, A. T. Thorne, and H. G. Rogers.

Mayor Robertson proposed the health of president Thos. McAvity, who responded in a manner expressive of the good feeling existing towards the firm of McAvity & Sons, and to himself particularly.

John McAvity also responded in a humorous speech and proposed the health of W. H. Thorne, who responded.

Deputy Mayor Robinson proposed "The Press," which was responded to by Lieut.-Col. Markham. "Auld Lang Syne" and "God Save the Queen" were sung at 2 o'clock.

Harrison's orchestra added much to the pleasure of the evening, and the Hotel Dufferin has scored again by putting up one of the best dinners ever served in this city.

The officers of the association for 1898 are :

President, Thomas McAvity ; vice-president, R. B. Emerson ; secretary-treasurer, John J. Barry.

Directors—William Kerr. W. L. Hamm, J. C. Robertson.

Executive Committee—Thomas McAvity, William Kerr, J. C. Robertson, R. B. Emerson, W. L. Hamm, John J. Barry.

Wholesale Committee—W. H. Thorne & Co., Limited ; S. Haywood Co., Limited ; M. E. Agar ; James Robertson Co., Limited ; T. McAvity & Sons ; Kerr & Robertson ; Emerson & Fisher ; I. & E. R. Burpee.

Manufacturers' Committee—J. C. Robertson, James Pender, George McAvity, George W. Ketchum, R. B. Emerson, P. McMichael, J. E. Whittaker.

Dinner Committee—W. H. Thorne, J. A. McAvity, John J. Barry.

TO THE YUKON BY STEAM SLEIGH.

A party of nine from Chicago, Yukon bound, arrived on last train. The names of the members of the party are : J. A. Harling, W. N. Sherman, H. Freeman, H. Groath, D. Burns, T. Hartigan, H. Miller, F. Terrel and Dr. J. B. Howe. An interesting feature of their outfit will be a steam sleigh which they intend to use to transport themselves and their supplies from here to the Yukon, going by way of the frozen waterways wherever practicable. The machinery for the sleigh is now on the way having been shipped from Chicago on the 8th. The motive power of the sleigh will be furnished by an engine which revolves a heavy iron drum attached to the underpart of the first bob. The drum alone weighs 373 pounds and is provided with spikes to catch on the ice and snow. They state that on the level ground and a good road the machine will travel 15 miles an hour, so even if delayed on rough places on the river, they calculate to make up the lost time on reaching level ice such as Great Slave Lake and the Mackenzie River should offer. The contrivance is similar to those used in Michigan lumber camps, where they draw heavy loads, and are found very satisfactory. The projectors of the enterprise have rented Duplessis' blacksmith shop and are busy making special runners of heavy material on which the machinery is to be placed on its arrival. The members of the party are practical men and are hopeful for the success of their project.—Bulletin, Edmonton.

DEALERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth? Do you know that the sale of

Enameline

The Modern STOVE POLISH

in Europe is more than the entire output of any other brand of Stove Polish in America? Such is A FACT! Why? Because Consumers and the Trade demand ENAMELINE.

TIN TRADE FOR 1897.

THE following review of the tin trade for 1897 is taken from a circular issued by French & Smith, London, England:

"Fluctuations in value of foreign kept within a very narrow compass, the highest price touched being £63 12s. 6d. and the lowest £58 10s.; average for the year, £61 8s. 7d.

"At no time was there any extensive speculation in the article, but throughout the year there was a steady demand for consumption, showing itself chiefly on the continent of Europe and in the United States, where the manufacture of tin plates is being rapidly developed. The most noteworthy feature to chronicle is the falling off in shipments from the Straits Settlements, the chief source of supply. In spite of a high dollar price, a stringent money market, and advancing freights, 5,000 tons less were shipped than in 1896, and over 6,000 tons less than in 1895—pointing to a heavy falling off in output. Consumption during the year has exceeded the production and visible supply shows a decrease of 3,500 tons. Should a similar decrease occur during the present year, the position would attract attention, and a higher level of price be justified.

"London 'spot' stock is still large but considerably reduced. American 'spot' stock is small and under good control.

"Production.—Total supplies in 1897 were 69,315, against 73,013 in 1896, and 76,240 in 1895. Straits Settlements shipped 5,000 tons less to Europe and America, and 2,900 tons less to India and China, equal to a reduction of 14 per cent. during the past two years. This is attributable to some of the poorer fields being worked out, but more so, to the richer mines being worked on a better system, and marketing of the produce being under more efficient control. Labor costs have considerably increased. Sales of Banka and Billiton were increased to the extent of about 2,300 tons, but this does not mean that there was an increase of production. Shipments from Australia have again fallen off, and amount to only 3,500 tons for the year. The output from the Cornish Mines was again reduced, and at present prices it is a severe struggle to keep them going.

"Consumption.—Under this head it is impossible to give such a good record. Instead of finding a natural increase, as we should expect, the figures show a falling off to the extent of about 500 tons, and we attribute this to the fact that the increased consumption has been in America and on the continent, where no accurate statistics are kept. During the past two years large quantities have been imported at continental ports and called deliveries, although they were held as stock and probably consumed during the present year. Owing to the transfer of a large part of the tin plate manufacturing trade from South Wales to America, consumption of tin there will be largely increased.

"London deliveries were 17,180 tons, against 18,964 tons in 1896. We estimate the deliveries in America at 23,500 tons, against 21,700 last year, actual shipments being 2,700 tons. Deliveries in Holland remain about the same as last year. For English tin there was a poor demand."

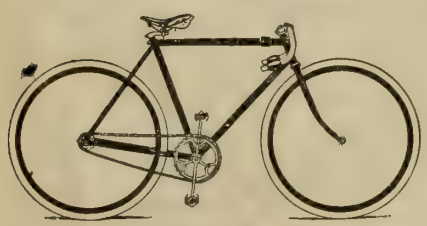
KLONDYKE NOTES.

The Peninsular Mining and Development Co., which has been organized at Windsor, proposes to send eighteen men into the Yukon country, the start to be made on February 15, under Major Johnson, of Leamington.

The Woodstock Sentinel-Review says that a party of Woodstock men is organizing to go to the Klondyke. If arrangements can be satisfactorily made they will not wait for spring.

The Pilot Mound Sentinel says: "No one fully realizes the immensity of Canada's resources till he studies the many and diverse Canadian towns which are beyond all doubt the best starting point of a road to the Klondyke gold fields."

Rambler Bicycles



ROAD RACER, $70.

WHOLESALE AGENTS FOR

RAMBLER and IDEAL BICYCLES

17 different Models to choose from.

- AGENTS WANTED -

Our travellers are on the road with samples.

BERTRAM, WILSON & CO.

IRON, STEEL AND HEAVY HARDWARE.

SPECIAL PRICES ON...

Leather Belting, Lace Leather
Rubber Belting and Packing.

LUMBERING AND SAWMILL SUPPLIES, AXES, SAWS, FILES.

BERTRAM, WILSON & CO. - TORONTO

TRADE WITH ENGLAND.

DURING the deliverance of an exhaustive address at the annual meeting of the Toronto Board of Trade, on Tuesday, the retiring president, Mr. Edward Gurney, had this to say in regard to Canada's trade with the Mother Country :

It is gratifying to note that by the concurrence of a good crop and advanced prices the assets of all classes of traders, either in money or merchandise, have been sensibly increased in value, which, as it affects the whole country and every interest, is in its effect similar to the addition of that amount of capital to the resources of the country, well spread throughout its length and breadth. In the general business arousement we have come to recognize that all we need is to bridge the Atlantic ; and we have done it. Look at the tonnage of the last year, and compare it with that of the preceding years, and if you want to enjoy a spell of intoxication, such as a bird feels when introduced into a jar of oxygen, just have an hour with, say Mr. F. B. Girdlestone, and hear him talk of the future of Canada as a shipper to the English markets ; and we are not confined to this outlook to the east—we may look for trade to the west, to the south, and to the Oriental nations. We are, in a word, able to see that England is not any further from us than we are from her ; that if we are true to ourselves in supplying to her the article which we sell, that if we go to her with a good equivalent, and not as a poor, begging, country cousin, we may expect a preference, such a preference as she may give without loss to herself. Unlike our friends to the south, she will glory in our achievements, in our enterprise, and in our triumphs, if we grow big enough to overrun her markets and practically monopolize them with the product of our farms, etc., we shall stir no jealous instinct there, and provoke no legislation to exclude us from her markets when once acquired, as has been the case when we have established trade in the United States.

It is important that the present sentiment in favor of Canada exhibited by the British people should be promptly followed up. Boards of Trade should be alive to the necessity of providing, so that as far as practicable Canadian products reaching those markets shall be uniformly excellent. There, as here, a single shipment of inferior goods does infinite harm to the maker ; but in the present situation of affairs, just at the initial point of a large trade development, a shipper of goods, inferior to promise or sample, hurts the whole country. In butter and cheese we have achieved an enviable notoriety. Our name in this connection is a synonym of excellence, in cheese especially ; but there is no guarantee to the good manufacturer of these products that his relation to the trade will not be hazarded by the marketing of considerable quantities of inferior goods. I have been informed that certain European countries, our large competitors for that trade, provide inspection of these and similar goods with Government classification.

I am informed that there is a large market for Canadian goods, in canned goods, sauces, etc., of the very best class, and incidental information is coming to us frequently, of which this is a type, which leads me to believe that Canada needs to have as soon as may be a commercial agency in Great Britain—perhaps more than one commercial office, but certainly one, and preferably in London. It should be non-political in the last degree—this one office should be reserved. I have no disposition to depreciate the present Canadian office in London. It has its functions, social and diplomatic, but it has nothing, and can have nothing in common with this mission, the establishment of which I advocate ; and the attempt to make the one an attachment or subordinate to the other would, I feel sure, make the one ridiculous and the other a failure.

I would earnestly recommend to the incoming Council, and to Boards of Trade generally, that a united effort should be made to bring about a change in the method of collating the Dominion statistical returns.

THE HALIFAX BOARD OF TRADE.

The annual meeting of the Halifax Board of Trade was held on the 18th inst. Mr. Geo. Mitchell, M.P.P., was elected president and W. A. Black and J. E. DeWolf, vice-presidents. Council also elected.

A vote of thanks was with great unanimity passed to the retiring president, Mr. G. J. Troop ; everybody seemed in accord with the view of the great services he had rendered in that capacity. It was suggested, and will probably be acted on, that a special meeting will be called to discuss important matters dealt with in the annual report, among which were : The tariff, the West India trade, extension of trade in agricultural products, fire protection on Waterside, Provincial Exhibition, the Queen's Jubilee, visitors, Maritime Board of Trade, fast line service, Halifax and Guysboro Railway, sugar tariff, cable communication with the West Indies, marine insurance, steamships, proposed legislation with respect to insolvency, etc., cold storage, winter port. It was a very satisfactory meeting, in point of attendance and interest manifested.

PATENT REPORTS.

Below will be found the report of patents granted last week to inventors, appertaining to the hardware trade, by the United States Government. This report is prepared specially for this paper by Marion & Marion, solicitors of patents and experts, head office, Temple Building, Montreal :

597,386, J. Brenzinger, machine for lining metal can covers ; 597,432, C. F. de Redon, electric car brake ; 597,575, C. Dutchburn, car coupling ; 597,462, M. B. Giberson, car coupling ; 597,615, J. Linden, car coupling; 597,514, W. Sonneborn, carpet fastener ; 597,382, F. H. Blake, lock ; 597,387, J. M. Brown, lock : 597,407, G. J, Gessewein, safe lock; 597,392, P. J. Cassidy, gas stove; 597,427, C. T. McCarroll, sheet metal stove; 597 649, H. Lindas, tongs.

FOR SALE.

THE BEST HARDWARE BUSINESS IN ONtario ; no opposition ; the best stand in town ; stock about five thousand. For further particulars address Box D, HARDWARE AND METAL. (t f.)

HARDWARE STOCK FOR SALE IN THRIVING village in Western Ontario, no better section in Canada ; good reason for selling. Box D, HARDWARE AND METAL. (6)

SITUATION WANTED.

SITUATION WANTED AS CLERK IN HARDware store ; two years experience : first-class references. J. Campbell Perry, Clifford, Ontario. (6)

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods.

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

PATENTS
PROMPTLY SECURED

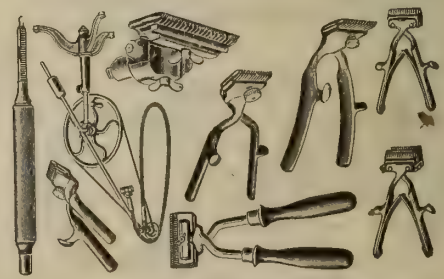
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate. *MARION & MARION, EXPERTS,* Temple Building, 185 St. James Street, Montreal. The only firm of **Graduate Engineers** in the Dominion transacting patent business exclusively. *Mention this paper.*

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG CO, Worcester, Mass.** Catalogue on application.

IRON WORKS FOR CAPE BRETON.

FOR some time there have been rumors current in regard to the establishing of blast furnaces for iron smelting at some point in this county. In this connection Messrs. Fraser & Graham, of the Nova Scotia Iron Co., have been spending some days in Cape Breton, looking at sites and considering local advantages. It appears that capitalists are beginning to recognize what has so often been claimed for this section of the country, viz., that the abundance and cheapness of coal and lime-stone, and the prevalence of ore in various parts of the island, naturally suggest Cape Breton as a proper place for this great industry, and when to these things are added that rich and easily mined deposits exist near by in Newfoundland, and that the facilities for shipment to the markets of two continents are unexcelled on the Atlantic seaboard, we easily come to the conclusion that this is an ideal spot for iron manufacture.

On Friday evening, Messrs. Fraser and Graham explained to a large deputation of Sydney citizens something of the plans they have in view, and they also made known the most important requirements of the site to be selected. From Mr. Fraser's remarks it was gathered that the venture depends largely upon the result of the test now being made at Ferrona of 11,000 tons of C.B. coal. If this coal does not run too high in sulphur the project may be looked upon as assured, and it is not anticipated that the test will result unfavorably. It is then proposed, in the first instance, to errect a plant capable of producing 70,000 tons of pig iron. This quantity of pig iron entails the consumption of 60,000 tons of lime-stone and 200,000 tons of coal. If this proves a success, there is no reason why the plant should not be doubled or quadrupled, because the greater the profit. Should these works be started, a number of accompanying industries would naturally arise, and an era of prosperity would set in such as Cape Breton never before experienced. We have been waiting for this particular era for a goodly number of years. It threatened to come in the Van-Slooten scheme, but that was killed in the Legislature. We give it a hearty welcome now in advance. Messrs. Fraser and Graham are shrewd, practical business men, with capital of their own and capital back of them. If they establish this enterprise in Cape Breton it will be because the conditions promise a good return on the investment. We wish them every success. Their prosperity will be ours, and whatever site may eventually be chosen for the erection of the blast furnaces, the whole island will reap the benefit. Vive le fer.

Speculation is being indulged in as to whether the Ferrona iron works will go to Sydney or Louisburg. At a meeting held recently in Sydney, it was decided to offer the Ferrona company a free site, exemption from taxation for twenty years, and free water. On the other hand, it was stated that the Dominion Coal Co. is working for Louisburg.—North Sydney Herald.

A UNIQUE BIT SNAP.

Mr. H. G. Allen, of the Oneida Community, Limited, whose works in Canada are situated at Niagara Falls, Ont., was in Toronto this week looking up business. Kelly's adjustable bit snap received a great deal of attention from the trade, and it would be somewhat strange if it did not. As the name implies, the snap is adjustable, it being made to "snap" at either end. It is made from forged steel, and although it sells at much about the same price as the old-time bit snap, yet it will outwear it several times over. Hardwaremen, who may not yet have seen the snap, should certainly procure a sample.

The Oneida Community, Limited, manufacture various descriptions of halter chains, trace chains, dog chains, dog couplers, bench chains, dog collars, game traps, etc. Among the dog chains, which Mr. Allen had in his satchel, was one of fine wire, nickle-plated. It is a beautiful little thing, and is, no doubt, a seller.

Since the Oneida Community established its works in Canada, it has gradually been adding thereto, in the shape of new lines, new machinery, etc.

COPPER-PLATED ALUMINUM.

An Austrian exchange states that M. Wachnitz, a mechanic of Nuernberg, Germany, has succeeded in plating aluminum with copper by a welding process. The plated sheets can easily be soldered, grooved, tinned, and nickeled. The plating may be of any thickness desired, even with the thinnest sheets there is no separation when rolled or drawn. Larger sample sheets have already been submitted to the inspection of the Imperial Navy Department and other large manufacturing concerns. The obstacles to a still wider use of aluminum which could be expected in view of its great lightness, have been its poor abilits to solder, its weak power of resistance to numerous fluids, especially salt water, and the further fact that paint does not adhere to it very well. All these objections would be removed by this invention. As aluminum is not magnetic, and its conductivity for heat and electricity is exceeded only by gold, silver and copper, copper-plated aluminum would find extensive use in electrotechnics.

AMONG THE RETAILERS.

Good Device For Displaying Shelf Hardware.

The Vokes Hardware Co., Toronto, have an excellent method of displaying such articles as cutlery, harness fixtures, etc. Tbey have boards about 20 by 30 inches covered with dark green and dark red flannellette, all the same size and shape, so as to be interchangeable. To these the cutlery, etc., has been attached by brass tacks in attractive style, table knives on one board, large jack-knives on another, smaller jack-knives on another, etc. These boards are so arranged in the window that they could easily be taken out to show a customer the goods displayed. The selling effect of the display would, I think, be much increased if there were neat price tags attached, giving information regarding the price of the goods displayed.

Annual Stock Taking.

After discussing the advisability of taking stock with several hardware dealers in the city, I have come to the conclusion that a merchant, to keep his business running smoothly, should carefully take stock at least every 12 months, and if he desires to be progressive, to extend his trade he must do this. Some of the reasons for taking stock, given to me, are well worthy of repetition. The principal reason, of course, is that by thus carefully finding out just what stock is on hand, one can find out, by balancing his books, what he is worth, and what he has made during the year. Then, by seeing in what proportion the different articles are in stock, one knows thoroughly what buying is necessary and when it is advisable to sell at a price. Then, some dealers state that the very act of going through the stock and changing the position of goods has the effect of brightening the store, and causing clerks to try to improve the general appearance of things. The favorite, and the best time for stock-taking, seems to be the night, when a store, with sufficient clerks for ordinary business, can do the, business between closing time and midnight, in two nights. Some merchants do not take stock, but, with the exception of one man, none gave me any reasons for not doing so. This one has been in business for many years, thinks he knows what stock he carries, what are his profits annually, and is sure he lives within his income. Then he says he does a quiet, but steady and comparatively large business, and is content to take things as they come. He, however, agrees that stock-taking is advantageous, though in his case it is not essential.

THE RAMBLER.

Rossland and Kaslo have been made ports of entry.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 28, 1898.

HARDWARE.

THE movement in general hardware is still characterized by the usual mid-winter quietness, but indications are not wanting that business will soon pick up. Current orders at the moment are chiefly for forward shipment, and naturally the actual movement under this circumstance is light. The lines in request at present are barb wire, wire nails, plain wire, horse nails, screws and carriage bolts.

BARB WIRE—Jobbers report that forward orders for spring shipment of this material are commencing to trickle in. The jobbing quotation is $2 f.o.b. Montreal.

PLAIN WIRE—There has been a fair demand for oiled and annealed, and occasional enquiries for galvanized wire during the week. The basis of sale varys according to the circumstances, but a fair discount to quote off the list is 35 per cent.

WIRE NAILS—There is enquiry for forward delivery, but little else doing. We quote $1.90 f.o.b. Montreal.

CUT NAILS—Demand for these is quite light and the price is unchanged at $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—There has been little alteration in these, and discounts are 50 per cent.

HORSESHOES—Some small orders have been noted again this week. Prices vary according to point of shipment, and we quote the Montreal basis as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos.0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Orders for these are fair. Discounts are: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS WIRE—As last reported at 20c. per lb. up to 16 gauge.

COPPER WIRE—Continues quiet at 20c. up to 10 gauge.

BOLTS—Orders are small and confined to carriage bolts chiefly. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS, ETC.—A quiet trade is passing. Discounts are: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES — The same: 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CORDAGE — Quite and unsettled. We quote: Sisal, 7-16 and upwards, 6½c.; ⅜, 7c.; 5-16 and ¼, 7½c., and 3-16, 8c.; manilla, 7-16, 7½c.; ⅜, 8c.; 5-16 and ¼, 8½c., and 3-16, 9c.; lath yarn, 6c.

CHURNS—There are a few orders noted.

CLOTHES WRINGERS — Only a few small lots moving on the basis of $29 for Royal Canadian.

SPADES AND SHOVELS—There is little actual movement to report.

CUTLERY—Continues featureless.

BUILDING PAPER—There has been more disposition to book ahead, but the actual business doing is quite light. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES—Moderate trade and steady: Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.

SHOT — Quiet: Dropped 6c.; chilled, 6½c., and buckshot 7c., less 12½ per cent.

CEMENT — Very little business doing: English, $2.15 to $2.25, and Belgian, $1.95 to $2.10.

FIREBRICKS—Quiet and unchanged at $21 per 1,000 as to brand.

METALS.

The heavy iron and metal market is generally steady with no new feature of note. Any trade passing is chiefly of a small jobbing character, but prospects are encouraging as stocks are light. Prices show no important change.

PIG IRON — With buyers generally supplied for some time ahead, there is little to report in pig iron. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50.

BAR IRON—Business is quiet, but some jobbers asked firmer prices this week for small lots, viz.: $1.50, car lots 5c. less money.

BAND IRON—There is no change in this article, which we quote 30c. over the base price on ordinary bar iron.

HOOP IRON—Continues dull but firmer at $2.15, with none offering under, except in a round way.

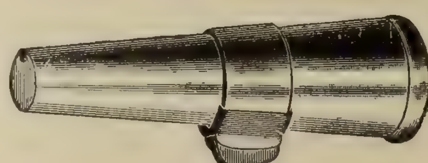
SHEET IRON—There has been a quiet demand for this: 10 to 16 gauge, $2.10; 18 to 20 gauge, $1.80; 22 to 24 gauge, $2; 26 gauge, $2.10, and 28 gauge, $2.15 per 100 lbs.

SHEET STEEL—Unchanged, at $2.25.

GALVANIZED IRON—Orders for importa-

Sap Spouts

RECORD PATENT



This pattern has replaced all others in the United States market, and large quantities have already been sold in Canada.

These are made double with the small end closed, with the exception of a small hole, sufficient only to allow the sap to percolate, this prevents the air getting to the wood and thereby damaging the tree.

This spout does not injure the tree and will draw 30 per cent. more sap than any other pattern. For price write

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver

OLIVER WIRE COMPANY

BARBED ANNEALED GALVANIZED — NAILS STAPLES FENCING

Pittsburgh, U.S.A.

The only manufacturers in the world who absolutely control the production and reduction of all the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.
Canadian Agents ... Montreal

Fire Bricks

Drain Pipes

Contractors' Supplies

F. HYDE & CO.
31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

tion are smaller than there were a year ago, and trade generally is quiet. We quote: $4 to $4.15 for No. 28 Queen's Head.

TINNED IRON—There has been but slight change in business, and we quote 5½c. for 6x30 No. 24; other sizes and gauges the usual extras.

LEAD PIPE—Business continues quiet, at 7c. for lead pipe, and 7½c. for composition waste; discounts, 27½ per cent. off.

PIG LEAD—There have been a few small orders for this metal. Prices are steady at $3.75.

INGOT TIN—Dull, but steady at 16c.

INGOT COPPER—Unchanged at 12c.

SHEET COPPER—Quiet and steady. Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—There are few of these moving, and prices are nominally unchanged at $2.10 to $2.25.

TIN PLATE—Continues quiet and steady. We quote as follows: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway grade, $3.25; do, I. X., $4 to $4.10; P. D. Crown, I.C., $3.80; do. I. X., $4.80.

TERNE PLATES—Very little doing, while prices are steady at $6.

COIL CHAIN—Jobbers have been free buyers of the larger sizes of American chain for spring importation. Demand has picked up materially for the standard sizes. We quote $2.85 for ⅝ up.

SHEET ZINC — Quiet and steady at 5 to 5¼c.

SOLDER—Quiet at 11 to 11½c.

SPELTER — Steady with same small enquiry at $4.70 to $4.75.

ANTIMONY—Quiet, at 10½c.

IRON PIPE— There is a fair enquiry for iron pipe. We quote as follows: Black pipe, ¼-inch, $2.05; ⅜-inch, $2.05; ½-inch, $2.40; ¾-inch, $2.85; 1-inch, $4; 1¼-inch, $5.15; 1½-inch, $6.65; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

GLASS.

There is a fair demand for window glass, and values are unchanged. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The movement of business continues favorable for the season of the year, orders being more numerous and larger than at the same period last year. The prices given in our last report are universally held with a feeling of firmness. Paris green sells but slowly, as values are liable to be affected by

GREEN WIRE CLOTH

A good article is made of 33 steel wire, 12 mesh, finished with a good covering of a durable paint.

This is a description of the article made by us and there is none better; see that you get it.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
FACTORIES
...*MONTREAL*

CUT NAILS
Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Fishing Tackle.

TRADE MARK.

ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.

ALLCOCK, LAIGHT & WESTWOOD,
73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

prices in the United States, which are not yet given out. Turpentine is reported still higher at sources of supply, and, while no further aduance has been reported here yet, many expect that it cannot be long delayed. Linseed oil is firm at quotations, with light stocks, both in first and second hands.

WHITE LEAD—Best brands, Government standard, $5.37½ ; No. 1, $5.00 ; No. 2, $4.62½ ; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks ; kegs, $4.75.

RED LEAD—Firm ; casks, 4½c. ; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 7c.; No. 1, 6¼c.; No. 2, 5½c.

PUTTY—We quote : Bulk, $1.65 ; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 45c.; boiled, 45c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 51c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c ; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady ; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—Stronger at 45 to 47½c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — Quiet and unchanged. Resins $2.75 to $4.50, as to brand ; coal tar, $3 to $3.50 ; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

The hide market is quiet and prices are steady 7 to 9c. for beef hides, and 90c. for lambskins.

COAL.

Dull but steady. We quote as follows : Stove and chestnut, $5.75 ; egg, $5.50 ; Scotch grate, $6, delivered ex yard ; Scotch steam, $3.50 to $3.60 ex ship.

PETROLEUM.

Continues steady, with a fair demand during the past week. We quote : Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities ; American prime white, 13½c.; water white, 15c., and astral, 16½c.

MONTREAL NOTES.

There has been a considerable demand for Tandem anti-friction metal during the past month for spring importation. Lamplough & McNaughton state that it is steadily increasing in favor.

ONTARIO MARKETS.

TORONTO, Jan. 28, 1898.

HARDWARE.

LITTLE or nothing of an interesting character has been developed during the week in the wholesale hardware trade. Business is, on the whole, quiet, and prices remain much as before. Nails of all kinds are quiet, while orders for screws are coming in freely. Orders for spades and shovels for forward delivery do not appear, so far, to be up to expectations. Orders for future delivery of general hardware are, however, being well maintained. It is in immediate business that trade is quiet.

BARB WIRE—There is still some business being done for future delivery at $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE — Business is moderate. Discount on oiled and annealed, Canadian make, is 35 per cent., terms 4 months or 3 per cent. 30 days.

PLAIN WIRE—Quiet. Discount, 35 per cent.

WIRE NAILS—There is very little doing. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—Quiet. We quote : Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS — Quiet and unchanged. Discount, 50 per cent.

HORSESHOES—Business is still only moderate. We quote : Montreal, $3.25 ; Toronto and Hamilton, $3.35 ; London and Guelph, $3.40.

SCREWS—Orders are still coming in freely. Discounts are: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10 ; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount head screws, 87½ and 10 per cent.

BOLTS—Stove, tire and carriage bolts are moving fairly well. Discounts are as follows : Common carriage bolts, 3-16, ¼, and 5-16, 70 per cent. ; do., ⅜ upward, 60 and 10 per cent. full square bolts, 70 and 10 per cent. ; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list ; hexagon, 5¼c., off the list.

RIVETS AND BURRS — There is just the usual trade doing. We quote : Carriage, section, wagon box rivets, etc., (steel) 65 per cent. off the list ; ditto (Norway iron) 60 per cent. ; black M rivets, (steel) 65 per cent. ; ditto, (Norway iron) 60 per cent. ; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE--Business in this line is exceptionally quiet. We quote : Sisal, 7-16 in. and larger, 6⅝c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅝c.; 3-16 in, 8⅛c. Manilla, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8¾c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CHURNS — A fair business is being done, both from stock and for forward delivery. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days

CLOTHES WRINGERS — A slight improvement in business is to be noted. We quote : "New Leader," $30 per dozen ; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS — Orders are not coming in as freely as they should for forward shipment, and business from stock is slow, Discount, 45 and 2½ per cent.

BUILDING PAPER—The slight improvement noted last week appears to have been maintained. We quote : Plain building, 27 to 28c. per roll; tarred lining, 37 to 38c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs. ; "Cyclone," 40c. for plain and 45c. for tarred.

LEATHER BELTING — The demand is still fair. We quote : Standard, 50 and 10 per cent.; extra, 50 per cent.

HINGES — Business is moderate. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35 ; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH—A fair number of forward orders are being booked. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

CEMENT—There is nothing doing, with prices unchanged. We quote as follows in barrel lots : Canadian Portland, $2.50 ; English do., $2.85 ; Belgian do., $2.75 ; Canadian hydraulic cements, $1.10 to $1.25 ; calcined plaster, $1.90 to $2 per barrel.

METALS.

Prices are being shaded a little on iron pipe, and the demand is a little stronger, in consequence. Tinned iron is in good demand, and a fair business is being done in sheet steel. A rather better demand is to

You can Make Money Handling our Interior Art Metal Work

The Head Office of I.O.F.

Read the opinion of a gentleman who has used . . . . .

Forty Thousand Dollars Worth

TORONTO, CANADA, Sept. 3rd, 1897.

MESSRS. THE METALLIC ROOFING CO.
Corner King and Dufferin Sts.
Toronto.

GENTLEMEN,—I have great pleasure in certifying that the steel fire-proof doors, and door and window trims as well as the wainscoting put into the Temple Building, Toronto, have proved eminently satisfactory. They are universally admired for their artistic construction and finish, and are highly commended by representatives of insurance companies. We anticipate a very considerable reduction in the rate of the premiums charged us by such companies by reason of your steel fire-proof doors. It seems to me they are a sine qua non in every thoroughly fire-proof building such as the Temple Building.

Yours sincerely,

ORONHYATEKHA, S.C.R.

be noted for tin plates, braziers' and roofers' copper, but the contrary is to be noted in regard to galvanized iron.

PIG IRON — We hear of no transactions. The United States market is rather unsettled as to price for some grades of iron. We quote Hamilton iron at the furnaces: No. 1, $14; No. 2, $13.50; No. 3, $13. We quote United States iron on the track as follows: No. 1 foundry, $15.75; No. 2, $15.50; No. 3, $15.25.

BAR IRON — Still dull. We quote as follows: Base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON —Not much doing. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—Just a fair trade is being done. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Business is only moderate. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—There is still a fair trade being done, although in volume it is not as large as it was a week ago. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

TINNED IRON—Tinned iron is going out freely at prices named. We quote: Up to 20 gauge, $5.25 per 100 lbs.; 22 to 24 gauge, $5.75; 26 gauge, $6.25; 28 gauge, $6.75; special cut sizes, $4.50; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS — Business is moderate only in these lines. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 27½ per cent.; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

PIG LEAD, ETC.—The outside markets are a little easier, but there is no change in quotations locally. Business is confined to small quantities. We quote pig lead, in small lots, at 4 to 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN—The London market is cabled steady, but New York is a little easier. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—The market is quiet and prices rather easy 12 to 12¼c. per lb.

SHEATHING COPPER, ETC.—The demand for roofing copper has been rather better. Braziers' copper is also going out fairly well. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE—There is an easier feeling, and quotations can be shaded about 5 per cent. for quantities. The demand is rather better. We quote as follows: Wrought, ¼ to ⅜ inch, $2; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.50; 2 inch, $9.25 per 100 feet; galvanized, ½ inch, $4 to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62½; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Quiet, and discount is unchanged at 60 and 10 per cent.

RANGE BOILERS—Trade is fair. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Sales are small. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—Trade is a little better than it was a week ago. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Business is still fair, at 5½c. per lb.

COIL CHAIN—Not a great deal doing. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2 80; ¾ in., $2.75.

SHEET ZINC—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Trade is still only moderate. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

GLASS.

Business continues satisfactory from nearly all sections of the provinces. We quote present stocks as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS, OILS, ETC.

Business is good, though the prospects seem to vary in the different parts of the province. In the extreme south-west there does not seem to be much building expected during the coming season, so comparatively few orders are coming in from that section. Linseed oil is quiet. Prices continue firm for all goods. There has been another advance of 2c. in turpentine in the south. We quote as follows:

WHITE LEAD—Ex Toronto, we quote: Pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—We quote: Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

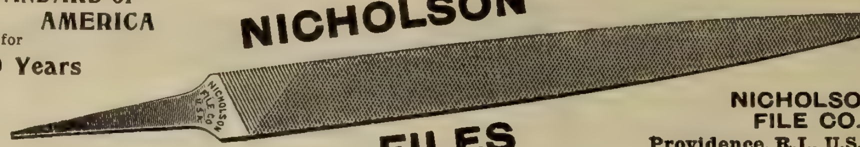
LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

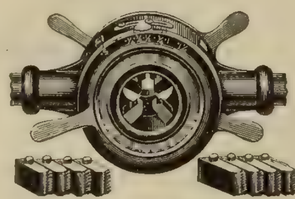
STANDARD of AMERICA for 30 Years

NICHOLSON



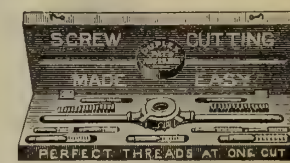
FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World



FOR PIPE.

In Stocks and Dies
there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St, Cleveland, O., U. S. A



FOR BOLTS.

IT'S A SURE THING! HE HAS A

Marlin 30/30 Smokeless

HIS BARREL, made of "SPECIAL SMOKELESS STEEL," well rifled, the old BALLARD system, shoots true and hits hard. His CARTRIDGES, loaded with 33 grains of smokeless powder, give 2,000 feet per second velocity. His BULLETS, soft-nosed and flat-pointed, make a wicked wound. His SIDE EJECTING ACTION won't hit him in the face when he pumps in the second shot, and no smoke will obstruct his vision across the SOLID TOP.

Why don't you write for the 196-page Sportsman's Guide (just out)? Tells about powders black and smokeless; the right sizes, quantities, how to load; hundreds of styles of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations of all calibres from 22 to 45; how to care for arms, and 1,000 other things. FREE if you will send stamps for postage to

THE MARLIN FIRE ARMS CO.
New Haven, Conn.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

Receipts are light, and business is quiet. Prices are unchanged. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

SEEDS.

There has been a somewhat freer movement in red clover. Choice to fancy qualities of northern seed are ranging at about $3.50 to $4 and Western Ontario at $3 to $3.50. A good many samples have been shown so mixed with weeds that they are hardly merchandiseable, and are not worth more than $2 to $2.50 per bushel. Alsike is offered in a limited way. The price is $5 for extra choice to fancy and $2 for low grade. Timothy is unchanged, with small offerings.

HIDES, SKINS AND WOOL.

HIDES—A moderate business is being done, with prices firm, an advance of 50c. per cwt. being noted. We quote for both cowhides and steerhides: No. 1, $9.50; No. 2, $8.50; No. 3, $7.50.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—The price continues to advance. There has been an aggregate of

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

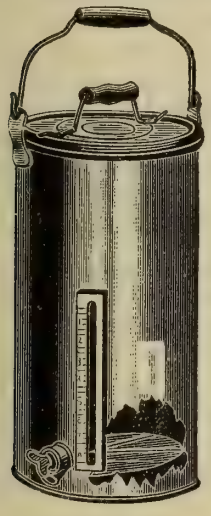
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.



Manufacturers of . . .

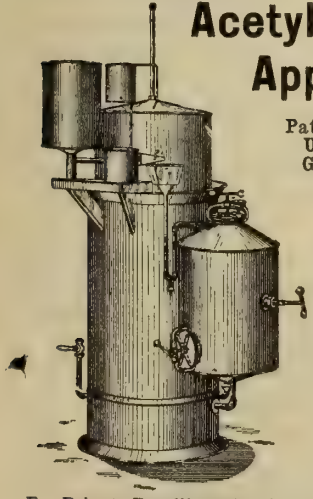
Creamer Can and Milk Can Fixtures

Bird Cages

Stamped, Retinned and Japanned Tinware

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus



Patented in Canada, United States and Great Britain

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light. Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

30c. in last seven weeks. We now quote at $1.15 to $1.25.

WOOL—There is a steady demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

COAL.

The demand for small quantities has been better this week. Prices are unchanged. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46; stove, $4.46; chestnut, $4.46, net tons.

PETROLEUM.

The new oil, Sarnia water white, is now quoted, the price being 15c. Business is active in all lines. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Quotations on iron pipe can be shaded 5 per cent. for quantities.

The tin, copper and lead markets are all a little easier this week.

The Cooper Machine Co., of Toronto, Limited, gas and oil engines, has assigned.

The name of the Ontario Lead and Barb Wire Co., Limited, Toronto, has been changed to the Ontario Lead and Wire Co., Limited.

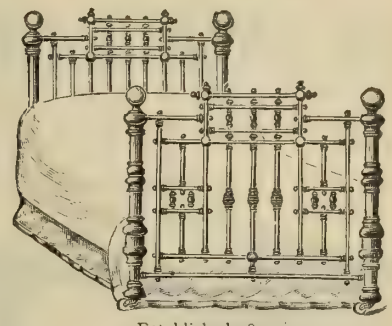
UNITED STATES MARKETS.

NEW YORK, Jan. 26, 1898.

PIG TIN—The position of the market is without perceptible change. All told, business of very fair amount is being effected, but individual dealings are on strictly conservative lines, and there is still an absence of outside speculative interest. London cables came somewhat lower, and prices eased off in this market to the basis of about 13.82½ to 13.85c. f.o.b. for lots of five tons or more prompt delivery.

COPPER—Business of quite good volume is being effected for export account, and home consumers' purchases are altogether mostly of unimportant quantities. The general position continues good, however, and prices are firm at 11c. for Lake Superior, 10¾c. for electrolytic bars, etc., and 10½ to 10¾c. for ordinary casting stock. London cables were slightly lower, but had effect upon the local market. London cables quoted slightly lower figures, but noted no wider fluctuation than about 5s.

PIG LEAD—Consumers are still very indifferent buyers, and the larger ones are putting no orders through selling agencies in this quarter. The market naturally continues rather weak, but actual sales are not reported at under 3.62½c. The extremes of buyers' and sellers' ideas are 3.60 to



——Established 1859——

BRASS AND IRON BEDSTEADS

New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .

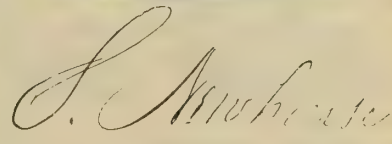
H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

--50th--

ANNIVERSARY!

ONEIDA COMMUNITY

1848! Limited 1898



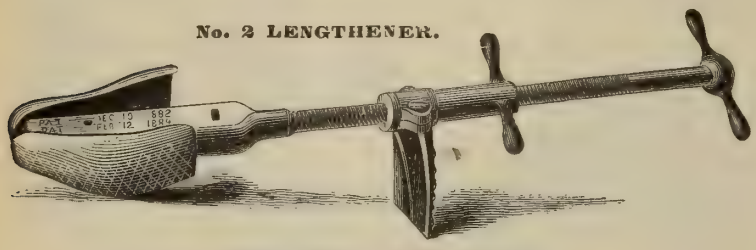
50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps

are sure to go and sure to hold.

THE KNAPP & COWLES MFG. CO. BRIDGEPORT, CONN., U.S.A.



BOSS SHOE STRETCHER

This Shoe Stretcher is made of the best Malleable Iron and Steel, and will stretch from infants' No. 4 to men's size No. 13; will stretch shoes at any point desired, and also lengthen the shoe. : : : : :

Prices quoted upon application

3.65c. London cables were steady in tone, quoting £12 10s. for soft Spanish.

SPELTER—The market remains in a quiet condition, and values are barely steady, with the range of 3.90 to 4c. quoted for standard Western brands. London cables were a trifle lower, quoting £17 17s. 6d. for good merchant brands.

ANTIMONY—Business of fair volume is being effected, and prices are steadv at 7¼ to 8¼ as to brand.

TIN PLATE—The movement in this line continues, and prices are without change or importance.

IRON AND STEEL—Business is not more than fair in any department, and prices remain unchanged throughout.

A FATAL ACCIDENT.

ON Tuesday morning last, Mr. R. D. Hamilton, partner in the Peter Hamilton Manufacturing Co., Limited, Peterboro', the largest manufacturers of agricultural implements in Eastern Ontario, met with a sad and sudden death while on a visit to Hamilton. In company with some others he was being shown through the large premises of Wood, Vallance & Co., when, with a companion, he stepped on the false bottom of an elevator shaft and both were precipitated to the cellar below, a distance of over forty feet. He was badly injured and was at once removed to the general hospital, where he died after lingering for eight or nine hours. Mr. Knapman, who was with Mr. Hamilton, was seriously injured and still remains in the hospital.

TO SUBSIDIZE VESSELS.

The new Government of Newfoundland has announced its intention of subsidizing sailing vessels that engage in seal fishing by granting to their owners a bounty of $4 per ton. The aim is to encourage the investment of capital and labor in their unequal competition with the powerful fleet of steamers that has almost driven sailing vessels from the trade.

TEMPERING STEEL IN CARBOLIC ACID.

An interesting series of comparative experiments in tempering steel with carbolic acid and with water have been made by M. Levat. His first trials were made with two Holtzer cast steel gravers of superior quality. The first was brought to a cherry red and dipped in water; the second was brought to the same heat, and dipped in a solution of carbolic acid until blue. The tools were then tried on extra hard white cast iron. The water tempered graver was notched in several places, whilst that tempered in carbolic acid resisted perfectly. He next took two bars of cast steel which were brought to a red-white heat, and tempered to a blue in the same solution of carbolic acid. They presented a fine fracture, becoming mirror white under the file. The percentage of carbon had not increased, but the bending test showed the carbolic tempered bars to be a little more elastic than the water-tempered bars. M. Levat finds that tempering by carbolic acid increases the hardness, the elasticity, and the suppleness of the metal, and that the steel so treated is good as an attacking tool.—Industries and Iron.

ALL THE WORLD'S A SHOP.

All the world's a shop, and all the boys and men are merely keepers. They have their exits and their entrances, and each man in his time plays several parts, his life being three ages.

At first the apprentice, raw and fresh from school, seeking some fun to while his time away, thinks that the clock, his solid friend all day, moves all too slow; and when the time does come that from his meals he goes, he thinks and enters in his mind what more to do to pass those heavy hours.

And then the assistant, with youth and perfect health, seeking each day to improve his working-power; and, as the days roll on, would fain to seek a gentler partner for himself. And, moving in his trade from place to place, picks up a knowledge ripe for years to come, thinking some day that he may wear the cap of honest age in his own home.

And then the master, with bald or hoary head, walking his shop with calm and graceful airs, looks out upon the world as having lived to see that list of changes only time will bring. Content and growing rich, he lives in ease and wealth—and so he plays his part.

And so we see that life will ne'er depart from off this track, except that Father Time sweeps off his chosen member; and those who live to see, will see that this is true, so far as I remember.—K.A.S. in Ironmonger.

WHAT WILL YOUR BUSINESS YIELD?

Just what you put into it and look for. If energy, hard work, push, intelligence, perseverance and economy are put into the business you are sure to take out the inevitable reward of such action, viz.: Money, popular favor, and the satisfaction of having won success.

Generally we get out of life what we look for. If we seek the best things we find them, whether exiled on an island or located in a great city. If we crave the association of honorable men we will, if honorable ourselves, have that, just as certainly as the man of low tastes finds his companions in the dog pits, saloons and gambling hells.

Like begets like. The fundamental law of biology is that "like begets like," and that law is also the foundation of success in business.

"Who drives fat oxen should himself be fat," said famous Sam Johnson, and the same principle applies to everyday affairs. The grocer's patronage will be just what he resolves it shall be. He will not sell fine goods unless he is a lover thereof. His credits will be what he makes them, and much akin to his own credit. His service to others will be of the sort he demands for himself. He will get out of his occupation just what he works and looks for. If your desire is for the best results, put the best there is in you into your business—Exchange.

TRADE CHAT.

A PRESS despatch from Kingston, Ont., says: "The dealers in bicycles are excited over the prospect of a big sale of wheels by auction early in the spring. An auctioneer has been approached and asked to dispose of eight thousand dollars' worth. Bicycle dealers have been to the Council to secure steps to prevent the sale, but they have found that body helpless."

Gold deposits have been discovered in Labrador, which are said to be scarcely less rich than those in the Klondike.

T. F. Foley, partner with Thomas Holliday, jr., in the firm known as the Stratford Bridge and Iron Works, is dead, aged 29.

A report, from South Africa, says that there is an opening there for Canadian lumber, particularly for inch boards, planed.

The Newmarket Advertiser gives figures showing the shipments from that station for the week to be 20 cars, and to that station 17 cars.

Hay Bros. have been installing a set of hot water coils in the M. & N.W.R. offices, Rat Portage, an invention which is giving much satisfaction where used.

Application is to be made to the Dominion Parliament to extend the time for the commencement and completion of the bridge at Queenston Heights.

Mr. Daniel Wilson has purchased from Mr. Street, of Rat Portage, the wood-working outfit of his carriage works, and will conduct that line of business in future.

At a meeting of railroad officials in Brantford, last week, it was decided to strictly enforce the rule charging merchants and others for delay in unloading freight from cars.

Mr. Allan Cleghorn, of Brantford, Ont., died on Friday morning, at the advanced age of 76. He was one of Brantford's leading citizens, and conducted an extensive wholesale and retail hardware business.

So much disturbance was caused by the closing down of the cartridge factory, at Quebec, that the Federal Government has countermanded its order, and all the dismissed employes have been re-engaged.

A passenger on the C.P.R. express yesterday, en route east, was Mr. W. Perkins, who went out to Shanghai to start a bicycle manufactory for a Chinese syndicate. Mr. Perkins returns a poorer but wiser man, saying that the plan suggested was a fizzle from beginning to end, the company irresponsible, and the chances of bicycles being made in China the most remote.—Free Press, Winnipeg.

Mr. J. Bte. Larin, a well-known lumberman, of Montreal, is organizing a party for the Klondyke. A start will be made from Montreal in March. The services of five Caughnawaga Indians have been obtained. Several members of the party are wealthy, and two of them propose to establish a hardware store in Dawson City. The party propose traveling by Dyea and lake Bennett.

THE BICYCLE TARIFF.

A deputation representing the bicycle manufacturers of Canada waited on the Ministers of Finance and Customs at Ottawa, on Thursday, and asked for a specific duty of $9 each on bicycles, with a provision that in no case should it be lower than the equivalent of 25 per cent. ad valorem. The present tariff imposes a duty of 30 per cent. on bicycles. The deputation represented that about a million dollars' worth of bicycles and parts of bicycles are imported annually from the United States, that the industry gives employment in Canada to a large number of workmen, and but for this importation of American manufactures, and but for the fact that American wheels are sent into Canada at slaughter prices, Canadian artisans would be benefited who now suffer from this competition.

The ministers expressed no opinion, but extracted as much information as possible from the deputation, which consisted of the following: Messrs. E. R. Thomas, Lozier Co., Toronto Junction; Mr. Dusseau, of the Gendron Co., Toronto; Mr. Evans, of the Canadian Typograph Co., Windsor; Mr. Saunders, of the Henderson Bicycle Co., Goderich, and Mr. Duffon, of the E. & C. Stearns Co., Toronto.

CUSTOMERS WILL APPRECIATE IT.

There is no doubt of the enterprise of some of the merchants of the growing Northwest. The Smith & Fergusson Co., Limited, hardware and coal dealers, Regina, N.W.T., have shown their enterprise this year by getting out for their customers a handsome cardboard wall bracket, finished in green and gold. Above the receptacle of the bracket is embossed a Swiss hunting scene. Such an ornamental, as well as useful, article will surely be appreciated by the customers receiving it.

BE CAREFUL WHO PAINTS YOUR SIGN.

"Some of you, gentlemen, know Brown, the well-known retailer on the west side," said the hardware salesman. "Well, an itinerant sign painter visited him the other day and urged on him the advantage of some gilt lettering in his window, calling attention to his business. Mr. Brown looked favorably on the proposition, and gave the painter his order. On his return from a business visit to Lake street, he was rather surprised to read in front of his store the legend:

J. BROWN
HARDWEAR IRREN & METTLES
Tinshop in Rere.

As Mr. Brown's assistant had already paid the bill, that gentleman pretty nearly had a conniption fit at this murder of the English language.—American Artisan.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

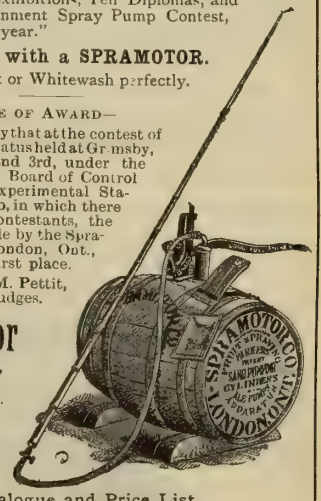
You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—

This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.

H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 Richmond St.
London, ONT.

Send for Catalogue and Price List.

Gold Scales
— FOR —
KLONDIKE

LAMPLOUGH & McNAUGHTON
MONTREAL.

HARDWARE DEALERS' MAGAZINE
Largest Circulation in its field in the World
One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PIERRE CLOUTIER, general merchant, Notre Dame du Lac, Que., has compromised at 50c. on the dollar.

Moffatt Bros., painters, Guelph, have assigned to Philip Spragge.

Alexander Cameron, general merchant, Winchester, Ont., has assigned to S. S. Reveler, Winchester, and a meeting of the creditors will be held on Feb. 4.

Berthiaume & Steep, saw millers, Sebastopol township, Ont., have assigned to John Devine, Renfrew, Ont., and a meeting of the creditors will be held on the 29th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Johnston, Copping & Co., hardware dealers, Montreal, have dissolved.

L. & D. Murray, blacksmiths, Penobsquis, N.B, have dissolved, D. W. Murray continuing.

Robert Wilson and John W. Wilson have registered as proprietors of the firm, Wilson Bros., builders, Montreal.

Haws & Matchett, planing millers and builders, St. Thomas, Ont., have dissolved, E. M. Matchett retiring and R. Sanders being admitted.

A. C. Leslie & Co., hardware, tin plates, etc., have dissolved, and a new firm registered, composed of Wm. S. Leslie and Albert H. Campbell.

Harry Hart, of Hart & Hindley, machinists, Glenboro, Man., has sold his interest in the business to S. Christie, and the style will now be Christie & Hindley.

James H. Johnston and Leonard H. Johnston have registered as proprietors of the firm, Johnston Bros., manufacturers of sashes, doors, and carriages in Knowlton, Que.

Kingman, Brown & Co., coal dealers and steamship agents, Montreal, have dissolved, and Abner Kingman has registered as proprietor of the firm, under the style Kingman & Co.

SALES MADE AND PENDING.

John Fraunce, hardware dealer, Toronto, has sold out to Frank J. Russell.

Donald M. Southerland has bought out Benj. Tripp, harness dealer, Thorndale, Ont.

CHANGES.

The Pipestone, Man., Elevator and Milling Co., has been incorporated.

John Dagenais, coal oil dealer, Arnprior, Ont., has retired from business.

J. McRae, saw miller, Ducks, B.C., has has removed to Salmon Arm.

The British Columbia Oil Co., Vancouver, has been incorporated.

The Tudhope Carriage Co., Limited, Orillia, Ont., has obtained a charter.

Rose A. Roy has registered as proprietress of the firm Roy, Ulric & Cie., Montreal.

The Knowles Bicycle Co., Limited, Brantford, intends making application for incorporation.

FIRES.

J. T. Morrison, stove dealer and timsmith, Alvinston, Ont., has been burned out.

J. Thompson, tinsmith and stove dealer, London, Ont., has suffered loss by fire.

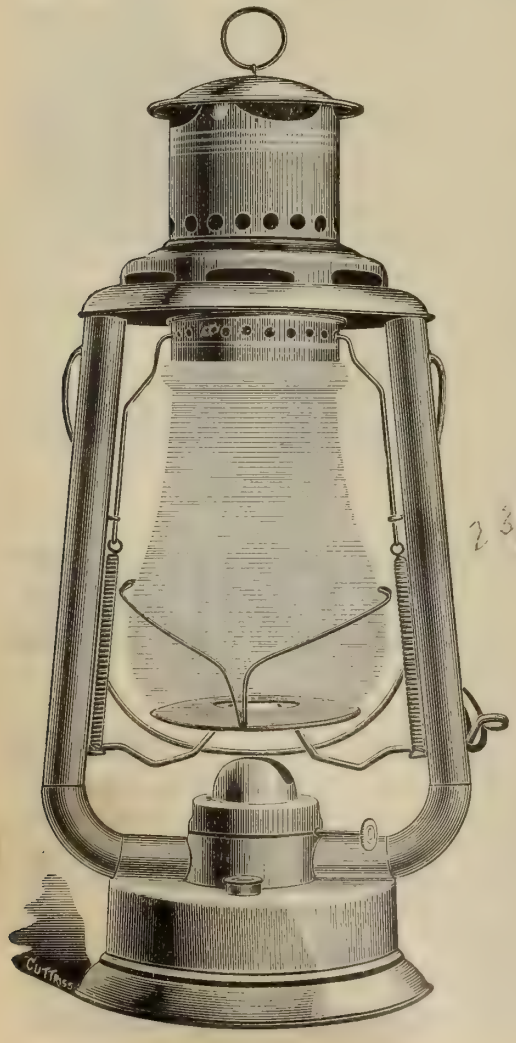
The offices of the Montmorency Electric Power Co., Montmorency, Que., have been damaged by fire.

DEATHS.

Alphonse Poupart, wood and coal dealer, Montreal, is dead.

Tobias Foley, of the Stratford Bridge and Iron Works Co., Stratford, Ont., is dead.

R. D. Hamilton, of the Peter Hamilton Manufacturing Co., Peterboro', Ont., is dead.



THE

Ontario Lantern Co.

HAMILTON, ONT.

Manufacturers of . . . .

Royal Cold Blast Safety Tubular Lanterns
Climax Safety Tubular Lanterns
Klondike Safety Tubular Lanterns
Banner Lamp Burners
Do. do. (With Patent Extinguisher)
Incandescent Gas Burners (Latest Patterns)

Special Sheet Brass Goods Made to Order.

Walter Grose

Sole Selling Agent

MONTREAL

FRESH STOCK JUST RECEIVED.

OF THE FAMOUS

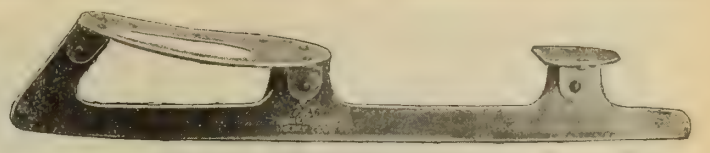
Alexanderwerk Meat Choppers

Last longer and cut cleaner than any others. . . .

Wood, Vallance & Co.

HAMILTON

HALIFAX AND HOCKEY SKATES



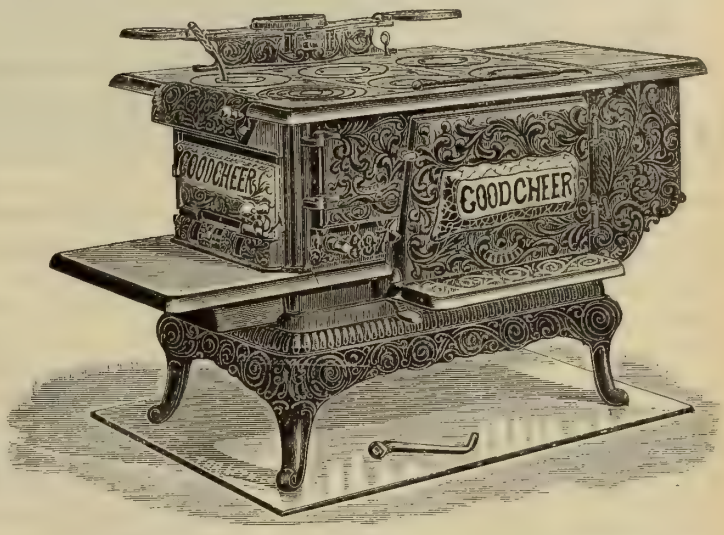
Variety of Patterns in Stock.

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

THE "DUPLEX" BATH

(Patented 1897)

Newest and Cheapest Sanitary Bath.
Will not chip or crack. Does not cool the water.

LIST PRICE, $17.00

For 5-ft. and 5-ft. 6-in. Size.

The price includes rim of ash or cherry finish, and combined overflow and waste fitting, as illustrated.

DISCOUNT TO TRADE.

The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen Street East
114 and 116 Richmond Street East } **TORONTO**

Plumber and Steam-Fitter

A MATTER OF REGRET.

WE regret to see our trade so divided on the question of fresh air inlets. Many argue that the necessity for fresh air inlets depends upon the system of sewers—whether the separate system or the combined system.

We do not think the kind of sewer effects the question at all. We believe the fresh air inlet is an essential to perfect house drainage. It is necessary and not expensive.

Its use is to admit air into the house drainage system—not sewer air, but fresh air that the house drains may not become foul and dangerous like the sewers. The idea of it becoming a foul air outlet is nonsense. The periodical puffs of foul air during flushing of fixtures amount to no danger and are quickly disinfected. It is not the odor of fresh soil that is dangerous. In the night when the system is not in use a current of fresh air inlets keeps the drain pipes free from the dangerous gases of decomposing particles. During the resetting of closet or bath tub its disconnecting trap keeps sewer gas out of the house. The fresh air inlet prevents the manufacture of sewer gas in the house drains proper. By all means advocate the use of the fresh air inlet.—Plumbing Trade Journal.

PLUMBERS TO BANQUET.

The regular meeting of the Montreal master plumbers was held, in St. Joseph's Hall, Thursday evening, Jan. 20, President Harris in the chair. It was decided to hold their fourth annual banquet at Queen's Hotel Thursday, Feb. 3. Tickets will be $2.50.

PLUMBING AND HEATING NOTES.

Mulhall Bros. have opened up a plumbing business in Middleton, N.S.

The Executive of the National Association of Plumbers, etc., will be held in Montreal next week.

A meeting of the Toronto Master Plumbers' Association, was held on Monday evening, for the discussion of the general business of the association. No business of outside interest was transacted.

Building permits have been issued in Toronto to M. S. Kellow, for a pair of semi-detached brick houses on Howland avenue; $5,000, to the Separate School Board, for a two-storey brick addition to the school on Macdonell avenue, cost $3,500, and to Mr. W. Williamson, for the erection of a brick factory on Eastern avenue, to cost $3,500.

FIFTY-EIGHT PLUMBERS FAILED.

Of the 137 master plumbers at Milwaukee, Wis., who took the recent examination, 79 passed and 58 failed. The plumbing board decline to announce the names of those who passed and those who did not. Of course, remarks Plumbers' Trade Journal, it must be known ultimately, when the licenses to practise are issued, but for the present, the announcement of the result reads like a 13-14-15 puzzle, and the only ones who can ascertain the result are the plumbers who recall the numbers which they were given at the examination.

PLUMBING AND HEATING CONTRACTS.

Frank E. McManus, of St. John, N.B., has secured the contract for the plumbing of the Intercolonial Railway station at Moncton, N.B., the contract price being in the neighborhood of $10,000.

LANTERNS FOR THE KLONDYKE.

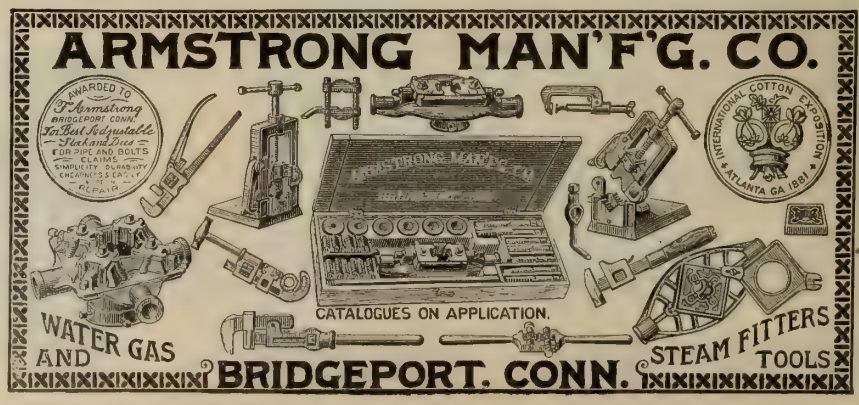
The Ontario Lantern Co., Hamilton, Ont., are building an addition to their factory, 50 feet by 30, two storeys, and have purchased new machinery for manufacturing an improved incandescent gas burner, a full line of sleigh bells, and other lines of sheet brass goods in different finishes. They have the latest improved machinery for this class of goods, and employ from fifty to sixty hands. A lantern particularly adapted for the Klondyke country is one of their latest specialties.

PETROLEUM SOURCES OF THE EMPIRE.

COLONEL SIR VIVIAN DERING MAJENDIE, K.C.B., presided at a special lecture delivered at the Imperial Institute, London, Eng., by Boverton Redwood, Esq., F.R.S.E., F.I.C., F.C.S. The lecturer traced the great strides made by the petroleum industry during the past quarter of a century, referred to the ever-widening scope of application of the valuable products obtained from the raw material and predicted that this would be known as the age of petroleum.

By means of a map, he pointed out the localities within the British Empire where petroleum is already worked, or where there are indications of its occurrence in quantity. These were shown to include Scotland, where large quantities of mineral oils, solid paraffin and ammonia have for many years been obtained by the distillation of the shales of Midlothian; the Indian Empire (Burma and Assam), British North Borneo, the Dominion of Canada, Newfoundland, Australia (where oil shales occur in New South Wales), New Zealand, British Indies (Barbadoes and Trinidad), and South Africa.

The methods adopted in obtaining the crude oil and converting it into the ordinary commercial products were illustrated by means of a large number of photographs projected on the screen. The characteristic features of the oil fields of India and Canada, and of those portions of the British Empire in which promising indications of the existence of petroleum have already been met with, were similarly exhibited. The petroleum fields of Upper Burmah, and on British territory in the Eastern Archi-



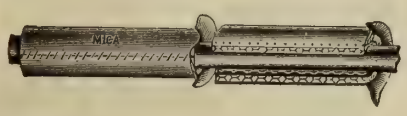
T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Hardware, Plumbers' and Bicycle Specialties.

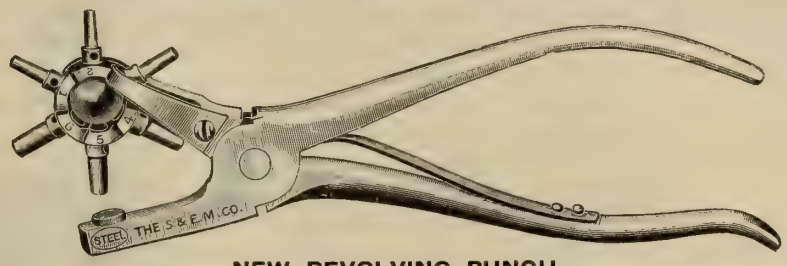
OUR GOODS ARE WELL KNOWN IN CANADA

No. 4

1898

CATALOGUE

Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

pelago, Newfoundland, the West Indies, etc., were referred to. In Ontario there is a flourishing petroleum industry of long standing, the production of crude petroleum in that district amounting to over 27,380,000 gallons annually. The shale deposits of New South Wales, and the drilling operations resulting in the discovery of petroleum of high quality in New Zealand were mentioned.

A HARDWARE FABLE.

A Door Knob, which had always considered itself by far the nobbiest and most ornamental member of the Lock Family, was given to casting slurs at the Night Latch, and one day it addressed the Night Latch as follows: "It is only because dishonesty abounds that you can come into existence, while I should be in use even though only saints inhabited this sphere." "There is somewhat of truth in what you say," said the Night Latch, "but inasmuch as the world is as we find it, I consider that I am a much more useful member of society than you yourself. I keep out the thieves, while you are content to allow yourself to be made a handle of by anybody."

Those Impossible Reformers would accomplish more good were they to realize that evil will ever be present in the world and that the most they can expect to do is to keep it within bounds and, as far as possible, protect the innocent.—Iron Age.

JAPANNING.

THERE are several methods in vogue by which the application of Japan is dried. The technical terms for these are, says Stoves and Hardware Reporter, "oven dried" or "air dried," according to the two different ways in which the lacquer is evaporated. The former is self-explanatory, the drying being done by the heat of an oven. The other method is also self-evident, referring to the exposition of the japanned article to the drying influences of the air. The name japanning, which is applied to this kind of metal covering, derives its origin from the Japanese, who, so far as most accounts indicate, practised it first. It may be interesting to know that the difference between varnishing and japanning is that after each coat of varnish is applied, the article when it is to be japanned is placed into an oven of a sufficiently high temperature which will safely dry it without injury or cracking. A good serviceable lacquer is made from common asphaltum and rectified petroleum. It is a rich black and possesses the characteristic of being elastic. This preparation is also called a varnish and may be dried more quickly by artificial heat. As a protection for articles made of iron there is nothing equally cheap which is as good. Another method, which is recommended in ordinary japanning, is the painting with oil on metal work and putting it in an oven which is not too warm, yet will change the oil black without burning. The heat is raised by degrees, keeping it at a high temperature for a good while. No polishing is necessary for this kind of application.

PUSHING HARDWAREMEN.

Howie & Feeley, of Market street, have taken over the hardware and stove business they recently purchased from Mr. E. Chalcraft, and are now installed in their new premises on Colborne street, opposite the market.

Important improvements and alterations are now under way. When completed they will have one of the most complete establishments in the west, with every facility for doing good work.

By combining the stock they bring from their Market street store with the stock they purchased from Mr. Chalcraft they are able to offer an exceptionally fine assortment of all the various kinds of goods usually found in an establishment of this kind.

The farm implement and paint departments, so successfully conducted by Mr. Chalcraft, will be continued, and a special bid made for farm trade.

Howie & Feeley have built up their Market street business by energy and hard work, and it is pretty safe to predict that they will meet with even greater success in their new venture.—Courier, Brantford.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

WESTERN Incorporated 1851.
ASSURANCE COMPANY
Fire and Marine
Capital, subscribed $2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,300,000.00
Head Office: TORONTO, ONT.
Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C Foster, Secretary.

Knowles, Ham & Nott Co. Limited.
BRANTFORD

The Brantford.
Manufacturers of
Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

ALUMINUM PURIFIER.

When so many encomiums are being paid to the superior merits of aluminum made into different articles for kitchen, table and toilet use, it would be well to add the crowning virtue of all, which is, that it is an exceptionally good purifier of water, remarks Stoves and Hardware, St. Louis. The salts of aluminum are incapable of being dissolved in water. It is a very natural sequence that when these salts are formed the water may be strained and the impurities taken out of it. One of the best processes of purifying water by this means is by the trough method. The latter is made of plates of aluminum, zinc and iron six or eight inches apart. One end of the trough is arranged so as to allow the entrance of the water, which passes over the top of one plate and thence under the plate next to it; this is brought about by the height of the different plates varying with one another. In connection with this tank an electric generator of moderate size is used. The other plates must be applied to form the negative pole of the current, as aluminum is impracticable for the purpose. When an electric current comes in contact with water in this way it decomposes a portion of it. In consequence the oxygen is freed, the microbes are destroyed, and, after being purified by salts of aluminum, the water is as pure and healthful as good well water.

CUTTING SOUTHERN PIG IRON.

A special despatch from Cincinnati to The Daily Metal Market Report says: Two southern and one northern furnace apparently are willing to slash prices to effect business in pig iron, yet, as far as can be learned, the tonnage for the past week has not been large. No large trades were closed, because the principal consumers have the impression, received by this disposition to cut, that, by waiting, better terms can be secured in the near future. It is believed here that the consumption for the month will prove quite satisfactory, and that stocks will not increase. Numerous sales of lots of 100 to 500 tons tended to swell to a fair aggregate.

The largest of the southern furnaces are asking $7.25 for No. 2 foundry at Birmingham, and willing to shade this price some, but the two furnaces cutting are known to have sold at $7. The only cutting so far has been in No. 2 foundry, and the business in the other grades is only moderate. As far as could be learned, No. 3 foundry has not sold much under $7, and forge iron could not be had for more than 5 or 10c. under $6.75, if it could be had at all under that figure, the fight being made on the No. 2 foundry, and No. 1 and No. 2 soft. The demand for the soft grades is less urgent than it was a few weeks ago.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing. Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

THOS. FIRTH & SONS, Limited, SHEFFIELD

APPREHENDING THAT OUR SECOND QUALITY STEEL MAY HAVE BEEN SOLD AS BEING OUR FIRST QUALITY, OR **THOMAS FIRTH & SONS' WARRANTED BEST CAST STEEL,** WE HAVE HERE GIVEN A FAC-SIMILE OF THE LABELS THAT SHOULD BE ON EACH BAR, AND WOULD ASK THAT THE BRAND BE SPECIFIED IN EACH CASE WHEN ORDERING.

Our first quality is labelled

THOS. FIRTH & SONS' WARRANTED BEST **CAST STEEL,** MADE EXPRESSLY FOR

This has been the **Standard Steel** for uniformity and durability in **Canada** and the **United States** for about **50 years**, for use in fine grades of Machinists' Tools, Twist Drills, Taps, Punches, Reamers, Dies, Chisels, Granite and Stone Cutter Tools, Mining Drills in Gold and Silver Mines, and for all purposes where the best quality of Steel is required.

Our second quality is labelled

FIRTH'S WARRANTED CAST STEEL, Made Expressly for

and represents our Second Grade of Steel where the work required is not so severe, and for many purposes where a cheaper Steel than our Best Quality may be used.

JAMES HUTTON & CO., MONTREAL.

Agents for Canada.

OTTAWA RETAIL MERCHANTS.

THE Retail Merchants' Association of Ottawa met on Thursday evening, 20th inst., and, although only a few of the members turned up, a number of important civic questions were discussed. Mr. H. H. Lang, vice-president, occupied the chair, and those present were: W. H. Mills, J. A. Ashfield, S. McCleneghan, T. Burns, T. Addison, C. Prevost and J. Watters.

The appointment of Mr. W. H. Mills as secretary was ratified.

The question of the city's appointment of a solicitor was again introduced by Mr. Lang, who said he had spoken to a number of legal men on the matter, and from what could be learned he did not think the business of the city large enough to keep a man constantly employed. It would be found better to have the solicitor spend at least three hours per day at the city hall.

Several other members spoke on the question, and all appeared to be of the same opinion.

Mr. Stewart McClenaghan brought up the Waterworks Committee's proposition to "add an additional 5 per cent. to the discount for prompt payment," and thought the association should take some action on it.

Several of the members expressed their views against the proposition. C. Prevost favored the increase to 25 per cent., but did not see why others should get the benefit.

Mr. McClenaghan did not see why anyone should be allowed a discount for paying what he was obliged to pay, and argued that the present system was a benefit only to the wealthy, and in the end worked against the poorer and smaller taxpayers.

Others thought that the system of charging should be reorganized and that the water rates should be paid according to the assessment, not according to the amount used or the number of people occupying the house. No action was taken.

Mr. McClenaghan thought that something should be done to make the meetings of the association more interesting and suggested a series of lectures. He also thought a supper would be an excellent item in increasing the interest in the work.

The question of overhanging signs was brought up and discussed at some length. The opinion of those present appeared to be divided on the matter and no vote was taken.

MOVING LEFT-OVER HOLIDAY GOODS.

There are, naturally, some holiday goods which remain unsold. The question of how to dispose of these is one worthy of serious thought, says Stoves and Hardware Reporter. An advertisement which suggests left-over stock must be carefully written in order to act as an inducement to buy after holiday shopping has been done to such an extent that some reaction to it has set in. It would be better to insinuatingly intimate that some bargains are available. This hint should be in the headlines, while the frank statement of the nature of the goods should appear in the main part of the advertisement. In order to sell left-over holiday goods, some reduction in price, of course, ought to be made. This is more profitable than keeping them an indefinite length of time. Merchandise has one unfortunate characteristic in common with humanity, that is, it shows age as time passes. For this reason the goods must be sacrificed ultimately anyway. Therefore, why not first as last and thus give more room for spring goods? Taking time by the forelock is an advantageous proceeding when it comes to storekeeping and advertising.

BRUSHES
BRUSHES
BRUSHES

DO NOT BUY

till you see our

NEW LINES

Our Travellers will call on you shortly, in ample time to supply your wants

.. For Spring Trade

MEAKINS & CO.
313 St. Paul St.
MONTREAL

MEAKINS & SONS
King St. East
HAMILTON

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY

THE BRADSTREET COMPANY, Proprietors.
Executive Offices
NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

CURRENT MARKET QUOTATIONS.

Jan 28, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base...	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 50	1 55
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"	...	1 90
inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $2.00; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 24 gauge	....	0 03⅞
26 "	....	0 04⅛
28 "	....	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¼	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 7[illegible]
No. 3 do	4 37
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 [illegible]
Bulk in less quantities	1 80
25-l. tins, 4 in case	2 [illegible]5
12½-lb. tins, 8 in case	2 30

Quotations f o.b. Toronto—1c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	0 45	0 46
Boiled, per gal. net	0 48	0 49

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	....	0 50

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lots	....	0 10½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 3[illegible]
Strip	0 16	0 1[illegible]
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb .... 10 — 0 12½
Anvil and Vice combined, each .... — 4 50
Wilkinson & Co.'s Anvils..lb. 09 — 0 09½
Wilkinson & Co.'s Vices..lb. 09¾ — 0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.
Hollow Stearn's, per dozen .. 13 00 — 20 00
Adjnstable Stearn's, each .... 4 50 — 6 50
Post-hole, Vaughan's, each .. 1 35 — 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross .... 0 65 — 1 59
Pegging, " .... 0 65 — 1 25
Brad, " .... 0 85 — 1 60
" handled, per gross .... 3 60 — 30
Saddler's, per gross .... 0 45 — 1 60

Awl Hafts.

Patent Peg, oss ...... / " Sewing, per gross.. } 7 25 — 8 00

Awl and Tool Sets.

Millar's Falls, per doz .... 2 80 — 3 30

AXES.

Splitting Axes .... 5 25 — 5 50
Chopping Axes—
Black Prince .... 7 25 — 7 50
Forest Clipper .... 7 25 — 7 50
Lance .... 8 50 — 9 00
Mann's .... 8 00 — 8 25
Maple Leaf .... 9 50 — 10 00
Hand Made .... 7 50 — 7 75
Climax .... 8 00 — 8 25
Phantom .... 8 25 — 8 50

Axle Grease.

Per gross .... 6 00 — 13 00

Bath Tubs.

Zinc, discount .... 3 90 — 4 0
Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's .... 5 50 — 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each .... 1 25 — 3 00

House.

American, per .... 0 35 — 0 40

Bellows.

Hand, per doz .... 3 35 — 4 75
Moulders', per doz .... 7 50 — 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

er doz .... 5 00 — 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz .... 0 65 — 0 90
Damond, Shell, per doz .... 1 00 — 1 50
Nail and Spike per gross .... 2 25 — 5 20

Blind Rollers.

Annex, per doz .... 1 25 — 1 75
Mascott, " .... 1 35 — 1 85
Erminie, " .... 1 00 — 0 00

Blind and Bed Staples.

sizes, per lb .... 7¾ — 0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 — 7 50

Braces.

Barbers .... 6 00 — 7 75
Barber's Ratchet .... 10 00 — 11 00
Farmers .... 2 00 — 2 75
Millar's Falls .... 15 50 — 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs .... 0 50 — 3 40
Berlin Bronze Canadian .... 0 85 — 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " .... — 6 00
Henis, No. 9, " .... — 7 00
Queen City " .... 7 50 — 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz .... — 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair .... 0 40 — 0 65

Can Openers.

Acme, per gross .... 9 00 — 10 00
Sardine Scissors, per doz .... 3 75 — 4 50

Card.

Horse, per do .... 0 60 — 1 00

Carpet Stretchers.

American, per doz .... 1 00 — 50
Bullards, per doz .... 6 50 — ....

Carpet Sweepers.

Bissell, per doz .... — 22 50
World, " .... — 21 75
Daisy, " .... — 24 00
Star " .... — 18 00
Crown Jewel, per doz .... — 29 00
Grand Rapids, " .... 24 00 — 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross .... 8 50 — 9 50

Cement.

Canadian, Portland 2 50
English " 2 50
Belgium " 2 35
Canadian hydraulic 1 10

Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross .... 0 45 — 0 75
White lump, per cwt .... 0 60 — 0 65
Red .... 0 05 — 0 06
Crayon, per gross .... 0 14 — 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz .... 0 85 — 4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz .... 3 00 — 10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box .... 3 60 — 13 00
Side .... 3 60 — 4 00
Enterprise, No. 0 .... — 1 35
" No. 2 .... — 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis. 25 percent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz ......(15 p.c.) — 2 00
Coil, per doz .... 0 88 — 1 60
English per doz .... 2 00 — 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz .... 16 00 — 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz .... 85 — 1 70

FAWCETS.

Cork Lined, per doz .... 0 30 — 0 35
Wine, per doz .... 1 30 — 3 25
Star, " .... 2 80 — 3 90
Fenn's Corkstops, No. 2, per dozen .... — 1 70
Petroleum, per doz .... 4 50 — 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each .... 60 — 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz .... 3 25 — 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each .... 1 65 — 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	...	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each 0 30
Enamelled each 0 55

GRINDSTONE FIXTURES

P. S. & W., per doz .... 3 60 — 4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz .... 1 10 — 1 20

Sledge.

Canadian, per lb .... 0 07½ — 0 08½

Ball Pean.

English and Can., per lb .... 0 22 — 0 25

HANDLES.

Axe, per doz., net, ... 50 — 2 00
Store door, per doz .... 1 00 — 1
Chest, per doz. pairs .... 0 40 — 2 50

Chisel.

Firmer, per gross .... 3 00 — 4 50
Socket Firmer, per gross .... 3 25 — 8 00
Socket Framing, per gross .... 3 75 — 5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz .... 1 00 — 1 25

Plane.

American, per gross .... 3 15 — 3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair .... 0 15 — 0 2)

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.
Heavy, per lb .... 0 03¾ — 0 04¼
Screw hook and hinge—
6 to 12 in., per 100 lbs .... — 3 15
14 in. up, per 100 lbs .... — 2 35

Per doz. set.

Screw. Eureka .... 1 13 — 1 80
Gate, Clark's .... 1 50 — 2 20
" Shepard's, dis. 50 to 60 per cent.

Per doz. pair

Spring .... 1 00 — 3 50
" Shepard's Samson .... — 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz .... 4 00 — 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz .... 0 50 — 1 10
Clothes Line, per doz .... 0 27 — 0 63
Harness, per doz .... 0 72 — 0 88
Hat and Coat, per gross .... 1 00 — 3 00
Chandelier, per doz .... 0 50 — 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.
Belt, per 1,000 .... 60 — 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

per keg

Light and medium pattern "M" brand .... — 3 25
Snow Shoes .... — 3 50
Steel Shoes, light .... — 3 50
" " extra light, Nos. 0, 1, 2 .... — 5 00
Steel Shoes, Nos. 3, 4, 5 .... — 4 25
" " assorted, 0 to 5 .... — 4 75
All f.o.b. Montreal.

ICE PICKS.

Star per doz .... 3 00 — 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb .... 0 30 — 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., pe doz .... 0 65 — 3 00
Bronze, Berlin, per doz .... 2 75 — 3 25
Bronze Gem, " .... 6 0 — 9 00
Sava, " .... 8 75 — 10 00
Shutter, porcelain, F. & L. screw per gross 1

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz .... 6 50 — 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz .... 1 70 — 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz .... 2 20 — 5 60
Galvanized, " .... 1 87 — 3 85
King, wood, " .... 2 75 — 2 90
" glass, " .... 4 00 — 4 50
A glass " .... 1 20 — 1 30

LINES.

Fish, per gross .... 1 05 — 2 50
Chalk, " .... 1 90 — 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d................................... 2 50
4 and 5d............................ 2 25
6 and 7d............................ 2 15
8 and 9d............................ 2 00
10 and 12d.......................... 1 95
16 and 20d.......................... 1 90
30, 40, 50 and 60d. (base)............ 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.

Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.

Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L........................ $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6.................. .... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.). 50 to 50 and 5 p c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days

Carriage. Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6⅝	7¾
⅜ in......................	7⅛	8¼
¼ and 5-16 in.	7⅜	8¾
Cotton	15	17
Russia Deep Sea		13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire............ 0 60 0 90

SASH CORD.

Per lb....................... 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... ....
Door, per doz................ ....

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears. 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz............... 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks...............................
Copper tacks .... ⅓
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled. per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off vised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart.............. .... 1 80
Galvanized, 4 barb, 4 and 6 inches apart 1 80
Galvanized, plain twist, all.. delv'd.................... ....
Plain twist.................. ....
Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days.

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

Henderson & Potts

NOVA SCOTIA PAINT AND VARNISH WORKS

HALIFAX, N.S., and 747 Craig St., MONTREAL

Japanese Enamels—for artistic decorative work and for baths—a great variety of Tints and Colors.

Carriage Gloss Paints—Easily applied—Dry quickly with a brilliant gloss—Eight beautiful shades.

Farmers' Waggon Paints—Ready for use in six different shades—Require no varnishing.

Cycle Enamels—Made with best hard drying varnish—Quick drying and durable.

Anchor Handy Varnishes in Lever Top Tins in three sizes—a great variety.

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade
Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas
Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade
and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for a Retailer
By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . 10 cents

New Customs Tariff
Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—**15 cents.**

Credits, Collections and their Management
a most complete and comprehensive work of great importance to any business man.—**$1.50.**

Address:

The MacLean Publishing Co. Limited

TORONTO and MONTREAL

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

WE WANT TO HEAR.

WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

"Guess I'll have to try some of **ROBERTSON'S** Prepared Paints again. Don't seem to have luck with any others."

Don't be like this Man

trying to sell inferior grades of Paint just because there was a little more profit in them. You'll lose your trade if you do. The sooner you settle down to selling none but . .

ROBERTSON'S

PURE PREPARED PAINTS

the better it will be for both you and your customers. Purchasers won't be satisfied with cheap paints.

Send for sample card and prices.

The JAMES ROBERTSON CO. Limited

263-285 King Street West, Toronto

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X MONTREAL AND TORONTO, FEBRUARY 5, 1898 No. 6

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co. General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

POULTRY NETTING

The kind that is galvanized after weaving is the most expensive kind to the manufacturer but the cheapest to the consumer.

1. The galvanizing is far heavier, because the other kind is made from galvanized wire that is "close wiped," that is, most of the spelter is wiped off, while the woven netting holds all the spelter that adheres to it and will stand exposure long after the other has rusted away.

2. It is rigid at the joints, and if the wire gets broken anywhere the damage cannot spread, as it does with the other kind.

Some people say that it is hard to stretch, but that is not the case with **"LYSAGHT'S"** make. Ask your jobber for it.

JOHN LYSAGHT, LIMITED, BRISTOL AND MONTREAL.

The Largest Radiator Manufacturers Under The British Flag.

FAMOUS ALL OVER THE WORLD

When ordering Radiators, insist on having

"SAFFORD"

PATENT SCREWED NIPPLE

"RADIATORS"

For heating by Hot Water and Steam. They enjoy the distinction of being the only Radiators made in Canada without Bolts or Packing, and cannot leak.

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

OUR

Bicycle Sundries

CATALOGUE

Is now ready for distribution. If you have not received a copy, write for one. . . . . .

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.
Limited.

TORONTO

OUR

Milk Can Trimmings

Are Used by the Largest Dealers and Best Mechanics

Because we have an assortment that will meet the views of all their customers. We can supply either **Convex or Concave Bottoms.**

Our Trimmings are all **Retinned.**

We have 3/8-inch space for wedging body of Can into Bottom.

All Hoops are "**Shouldered**" and **Notched** at lap to give an even thickness to turn top of Can over, the same as previous years.

Our Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker Hoop, **which does not require an Inside Hoop**, and can, therefore, be sold cheaper than the Broad Hoop Trimming.

Tinned Iron stock for all sizes always kept on hand.

KEMP MANUFACTURING CO.
Toronto, Canada

Paris Green

"Guaranteed Pure"

250 lb. Kegs
50 lb. Drums
1 lb. Packages

Enquiries for Prices Solicited.

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

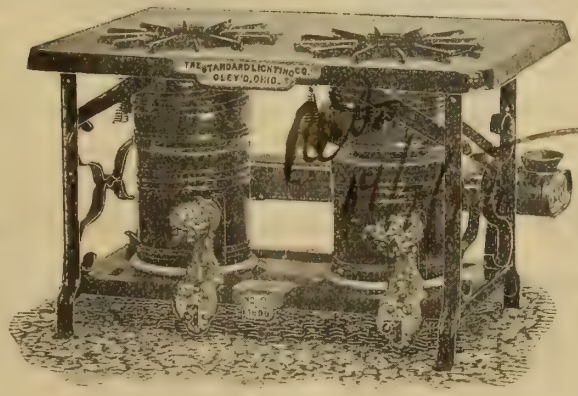
30 Front St. West TORONTO.

The "New Process" Blue Flame Oil Stove

FOR 1898---NEWER, BRIGHTER, BETTER THAN EVER.

MADE IN TWELVE SIZES AND STYLES.

Experience has demonstrated The "New Process" Blue Flame Oil Stove to be all that we claimed for it. In the crucial test of everyday use, it has proven a complete **Success,** doing the work perfectly and with safety. Clear, odorless and economical. The handsomest and most perfect stove on the **market.**



Its Special Features are:

An automatic device preventing wick being turned too high or beyond **control** of wick **raiser.** The same movement which **lowers** drum, raises chimney, preventing oil spreading and causing odor at next lighting. Inner perforated cylinder of **drum** made of Aluminum **Bronze,** being heat and rust proof. Chimneys and tanks of highly polished **Brass.**

SPECIAL NOVEL ADVERTISING MATTER SUPPLIED.

PERFORMANCE PERFECT. PRICE LOW. BEST FINISH.

SEE TRAVELLERS SAMPLES AND PRICES BEFORE BUYING.

The Thos. Davidson Mfg. Co., Limited, - Montreal, Que.

It's the most powerful Furnace of its class on the market.

OUR

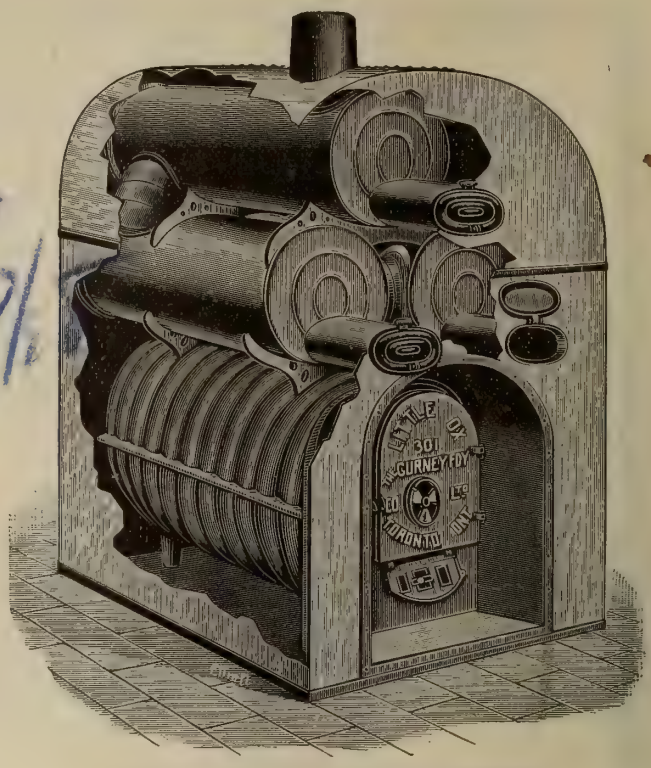
LITTLE OX Wood Furnaces

Have been thoroughly tested in the severest weather and proved the truth of all our claims.

They are made Portable or Stationary for brick setting, and have either Triple or Double Return Flue Radiators, giving them an immense fire travel.

They have an extra large fire door, are smoke and dust proof, easy to manage and regulate, take 3 feet rough wood, have capacity from 15,000 to 30,000 cubic feet, and can't be equalled by any other furnace on the market.

SATISFACTION IS SURE. WRITE FOR CATALOGUE AND PRICES.



Portable—With Triple Return Flue Radiator.

The GURNEY FOUNDRY CO. Limited, TORONTO

The GURNEY-MASSEY CO. Limited, MONTREAL.

DO YOU TRADE WITH FARMERS ?

INDURATED FIBREWARE is now used on all well-equipped farms.

Farmers find it the best all-round ware for the Farm, Dairy and Household.

All hardware storekeepers cultivating the farmers' trade should be supplied with a full line of Indurated Fibreware. Send for prices, terms and discounts.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, FEBRUARY 5, 1898 No. 6

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

CEMENT FOR IMPORT ADVANCED.

IMPORT operations in Belgian cement have already commenced to look up, and some large contracts have recently been put through at Montreal. In fact, business in this connection has commenced rather earlier this year, and, is, no doubt, due to the fact that importers desire to get in as large a quantity early next spring as they can, while they have the benefit of preferential duty, which benefit they will not have after July 1.

The contracts already booked, run, in some cases, from 40,000 to 50,000 casks, and the importer, in this case, has already resold this quantity for future delivery next spring. This is about the earliest transaction in cement of this magnitude on record.

Indications at present point to small importations of English cement during next season, because British makers have advanced prices to such an extent that they are now out of all proportion with the best brands of Belgian and German.

English brands that cost 5s. 6d. to 5s. 10d. c.i.f. last year, will cost 1s. more per cask this season. German and Belgian makers have not advanced their prices in the same proportion. Contracts already made in the latter goods call for an advance 4d. to 5d. per cask over last season's figures.

LARGEST PIPE CAST IN CANADA.

An item appeared in a recent issue of HARDWARE AND METAL, credited to The Halifax Chronicle, which in part read:

There was cast at the Londonderry iron works on Friday a water pipe which the company claim to be the largest pipe of the kind ever manufactured in Canada. The pipe is 42 inches in diameter, made of Nova Scotia iron, and weighs nearly three tons. The largest water pipe heretofore cast was 36 inches in diameter.

We have before us a letter from the Gartshore-Thomson Pipe and Foundry Co., Limited, Hamilton, Ont., in which they dispute the claim to the pipe above mentioned being the largest ever cast in Canada.

"The size of the pipe mentioned," writes the company, "may appear large for the people down east, but we have to say that we have been casting pipes for the last eight or ten years up to 60 inches diameter."

It will now be interesting to know if there is any firm that can go the Gartshore-Thomson people one better.

THE BAR IRON SITUATION.

THE advance of $2 per ton in the price of United States bar iron, decided upon last week, will not, according to a leading maker in Montreal, have any influence on the price of the Canadian article. In fact, the gentleman in question appeared to doubt very much that the advance would be maintained across the line.

At this writing, Canadian bar is quiet at the recent advance, and makers report that jobbers do not appear to be in any hurry about ordering, as they are reputed to be provided ahead to a comfortable extent.

The jobbing basis is $1.50 f.o.b., Montreal, with carload lots 5 and 10c. less, according to quantity. And, of course, the purchaser of a ten-ton lot can naturally obtain even more favorable terms than these. Indeed, while $1.50 is given as the ordinary jobbing basis, it is well known that some jobbers are still accepting orders for small quantities for less money.

The advance in the States was decided upon at a meeting held in Chicago on Saturday last by the Bar Iron Association, which comprises the makers of bar in the territory west of Pittsburg, and representing 75 per cent. of the output.

It was stated at the meeting in question that the advance of $2 was not to be the limit of the advance, however, for it was openly given out that at the larger meeting of the association, to be held there two weeks hence, another advance of $1 a ton will be made.

The talking machine at Ottawa is at work again. Gentlemen, it is business we want, not politics. Keep that idea before you and all will be well.

THE YUKON RAILWAY DEAL.

A RAILWAY from Glenora on the Stickeen river to Teslin lake, a distance of about 125 miles, will not only give an all-Canadian route to the Klondyke, but will make the route, of which this railway is a link, the chief avenue of travel for passengers and freight going into and returning from the now famous Eldorado—for travel, like trade, follows along the line of least resistance.

Since the announcement was made that the Dominion Government had decided to clothe Mackenzie, Mann & Co. with the authority to build and operate the road, the question has come in for a great deal of criticism.

Unfortunately a great deal of the criticism is not born of a desire to consider the question on the basis of business common sense. On the contrary, political animus is too often the motive force in the adverse criticisms, and fealty to party is too often the motive force in the favorable criticisms.

HARDWARE AND METAL is influenced by none of these things. It cares not whether the Government of the country be in the hands of the Conservatives or in those of the Liberals. All it cares for is good government, which is business-like government, of course.

In this matter of the Yukon railway the Government is to be commended for its wisdom in the selection of its location and the comparative promptness, as the promptness of Governments goes, with which it has acted in awarding the contract for building the road.

Whatever is done in the way of building such a railway must be done quickly. The mining in the Klondyke is placer mining. And we all know that placer-mining localities flourish for a few years and then die out, those who have denuded them of gold again returning to the ordinary centres of civilization. True, the Klondyke is the richest gold-yielding district yet revealed to man; but it is a placer-mining district, none the less. Possibly it may be found to be rich in quartz mining. Some claim it will be. That, however, has yet to be demonstrated. So far, we only know it as a placer-mining district, and, consequently, as a railway is to be built, it must be built immediately.

And just as it is necessary that the railway should be built promptly, just as necessary is it that it should be built with the least possible cost, for in a decade or two the causes which induced its building may no longer exist. The strip of land between the Stickeen river and Teslin lake is probably the best place that could be selected for the road under the circumstances. The distance is but 125 miles, or thereabouts, while we have it upon the authority of Mr. W. Ogilvie and other authorities, who have gone over the ground, that it is well wooded, is level, and offers no obstacles to railroad building. With this completed, a missing link will be supplied and a comparatively easy route to the Yukon provided. There will be no passes to climb, for the Stickeen river has cut a pathway through the mountains, and when the traveler steps off the boat at Glenora it is to get on a train, which he leaves at lake Teslin to continue his journey to Dawson City by water, part of which will be by steamer.

We only wish we could be as satisfied in regard to the terms upon which Mackenzie, Mann & Co. are to build the road, as we are with the site selected and the promptness of the Government in starting upon the construction of the road.

It is true there is no cash subsidy, which is a great deal to be satisfied at, but it is just questionable as to whether or not the grant of 25,000 acres of mining lands per mile of railway is not o'er liberal. With the line 125 miles long this would mean 3,750,000 acres. This land can be taken anywhere in the Klondyke district, or in any part of the Northwest Territories north of the 60th parallel and west of the Mackenzie river.

The land grant to the C.P.R., for building our great trans-continental railway, was about 8,000 acres per mile, estimated on the building of 3,000 miles of road; but in addition to this, the railway received a subsidy of over $26,000,000. Most of us have since come to the conclusion that we were too liberal in our treatment of the C.P.R., both as to subsidies and powers granted, but while granting that, it must be remembered that there were great physical obstacles in the way of the construction of the road, while there was some doubt as to the commercial success of the enterprise. With the Yukon railway there are no physical difficulties in the way of construction, while supplies can be easily laid down.

It is true that in the gold lands the construction company may select some blanks as well as prizes. But there is little doubt that its members have already done some prospecting. They are sharp, shrewd men, and are not in the habit of buying a pig in a poke.

Some paying gold lands they are sure to secure, while the rush of people over their road into the Klondyke is certain to be large for some years to come, for there is no question regarding the richness of the country in gold.

The concession in regard to royalty is another thing which seems to be somewhat overdone. The ordinary miner will have to pay 10 per cent. on all the gold he takes out, while this company will only be taxed to the extent of 1 per cent.

Then, as to the monopoly clause of the agreement. That is a decided objection. We have too many railway monopolies in the country, and what we want is not an increase in their number, but rather a diminution.

The railway will undoubtedly be a good thing for the country, for it gives the Dominion the chief highway to her own territory in the Klondyke; but at the same time it looks as if it is also a good thing for the railway company, and rather too good a thing too.

However, the people will be inclined to forgive the Government a great deal on account of its comparative promptness in taking practical steps to secure the construction of the road.

In remembering the Stickeen river route it is to be hoped the Government will not forget all others. There is the Edmonton route for instance. It is known as the poor man's route. Those who have traversed it speak highly of it, and it is to be hoped the Government will not neglect to take such steps as may be necessary to improve its condition.

BANKRUPT STOCK SOLD.

The stock of the Zieghler-Hinch Co., general store, of Guelph, was sold at auction on Wednesday, by Suckling & Co., to J. A. Duggan, of Stratford. It was valued at $23,894, and brought 68c. on the dollar.

PRICES ON WIRE AND NAILS WITHDRAWN.

HARDWARE jobbers in Toronto are, under date of Feb. 1, advised by manufacturers in the United States of the withdrawal of quotations on barb, plain and galvanized wire and wire nails.

For some time the manufacturers across the border have been confining orders for future delivery to February and March, owing to the expected consummation of the consolidation scheme. It would now appear as if the expectations are becoming more curtain of fulfilment. We have not yet, however, any positive information that this is so.

Barb wire is, of course, the principal thing Canadians are interested in, but the with drawal of the quotations will not, as far as we can learn, affect quotations here, as the jobbers have shipments still coming forward of United States barb wire, contracted for some time ago, which will be sold at the old figures, namely, on the basis of $1.80 f.o.b. Cleveland, for ordinary lots.

Wire nails cannot, of course, come into Canada from the United States, the price at which the home-made article is selling precluding it.

SUPPLIES FOR THE KLONDYKE.

IT IS a significant feature in connection with the Klondyke trade that the people in the United States are beginning to realize that it is cheaper to buy supplies in Canada than purchase them in their own country and pay the duty on crossing the border.

Even the newspapers in some of the trade centres of the United States are pointing this out. A Minneapolis daily paper one day this week had a special article of several columns, dealing with the Klondyke, and it took special pains to urge those going to that district to purchase their supplies in the Dominion, on account of the money they would thereby save. In the same city the Soo line is publishing weekly an illustrated pamphlet, devoted to Klondyke news, and it, too, urges the advantages of buying supplies in Canada. In one issue of this latter journal, which is named The Klondyke Bulletin, a table of costs in Canada and the United States respectively is given, and the result, duty considered, is $79 in favor of supplies for one man bought in the Dominion.

One wholesale hardware firm in Toronto has so far this season furnished supplies for between 40 and 50 Klondyke parties, and other houses have been doing more or less business on this account, notably in prospectors' picks, mining picks, magnifying glasses, hunting knives, guns, rifles and revovlers.

A couple of weeks ago the British Columbia papers noted that a Chicago prospector, who was bringing over 2,000 men, had placed an order with the Hudson's Bay Company at Vancouver for $500,000 worth of supplies, while a Rochester, N.Y., man was spending $10,000 for the same purpose in Victoria.

A PROFITABLE PRACTICE.

IT pays to be honest all the time. It never pays to be dishonest at any time.

There are times when the opposite would appear to be true: Business men, clerks and others, by an honest act, lose money for which they apparently never receive any other reward than that which comes of a conscience void of offence. However, a conscience void of offence is reward enough to stimulate any man to honest deeds.

But, again, we assert it always pays to be honest. The successful man in business is he who has a reputation for fair dealing; but a reputation for fair dealing is not born of one honest act. It is a series of such acts that builds up a man's good name.

One dishonest act will, however, sometimes ruin a reputation which has hitherto been promising. This fact alone should cause the greatest care to be exercised. It is hard to establish a good character, but it is easy to lose one.

As an instance of the truth of the maxim that honesty is the best policy, a case which recently came under our observation may be cited.

The Government of one of the provinces of the Dominion—it is not necessary to say which—had a most important position in its gift vacant. The position was not only important, but it was one which required a man whose honesty was unquestioned and who had the force of character to withstand any and whatsoever temptations that might be brought to bear upon him to induce him to prostitute his office. And the Government was particularly careful to secure the right kind of man, from the very fact that against the previous occupant of the office something like one hundred and fifty charges were resting.

Of course there were a good many applicants for the office; but the man who got it was not an applicant at all. He was traveling in Europe and had been for some time. And the reason he got it was because of his reputation for honesty.

His profession was one which afforded many opportunities for questionable transactions, but he consistently steered an honest course, when, in some instances, by so doing, he lost money and was seemingly unrewarded. But by hewing to the line of honesty he eventually established a reputation for honesty, which got for him, unsolicited, a position which others were clamoring after.

It paid this particular man to be honest. It pays every man to be honest.

This killing cold weather should give life to trade.

U. S. CORDAGE COMING IN.

CONSIDERABLE interest is being manifested in the fact that United States makers of cordage are rushing material into Canada quite heavily of late, and putting the goods into store.

The incentive for this unusual action on their part is a desire to anticipate any possible changes that may result from the coming session of Parliament, in the shape of an advance in the duty on cordage, as well as binder twine.

The Canadian manufacturers who have been making representations to the Government in this matter, have strong hopes that the Ottawa authorities recognize the justice of them, and that action may be taken accordingly. The United States makers evidently think the same way, and are determined to discount prospective changes as much as possible by exporting extra quantities of material under the present duties.

No offers of the material have been made in any quantity, but it is understood that they are prepared to fill orders at the same prices as Canadian makers ask at the works, viz., 6¼c. for sisal and 7¼c. for manilla.

TRADE WITH THE WEST INDIES.

(Concluded from last issue.)

BARBADOS.

AN English colony with a population of 189,000. Of this about 12 per cent. are white. The island has an area of 166 square miles, and an average population to the square mile of 1,100. It is the principal port of call for the English Royal Mail steamers. These steamers arrive and sail on the Monday of every alternate week, to the westward for Jamaica and Colon, eastward for England, south for Demerara, and north to St. Thomas and intermediate islands.

Bridgetown is the principal city and port on this island.

The imports (per Barbados blue-book) consist of the following : Flour imported from the United States in 1896 was 56,381 bbls. ; none from Canada ; the brands being principally "St. Lawrence," "Honest John," "Elm City," "West India Belle," and "Royal Duke."

Corn in 112 pound bags is sold at $1.10 per bag ; there were imported from the United States 5,878,751 lbs., and of cornmeal 38,128 lbs.

Split peas, 24,413 bbls. were imported from the United States, and 2,750 bbls. from Canada, the barrels containing 210 lbs. net. ; oats in bags of 160 lbs. at $1.90 per bag. Hay, about 200 tons were imported from the United States, and 125 tons from Canada ; it is valued there at about $20 per ton.

Biscuits, Pilot, Navy, and crackers, 28,596 lbs. were imported from the United Kingdom, 4,954,272 lbs. from the United States, and 56 lbs. from Canada.

Canned goods are principally imported from New York ; boxed meats and hams from New York. "Ferris'" hams cost about 13½c, per lb., and retail at 18c. per lb. "Williams'" hams cost 7¾c. in New York ; "York" English hams cost 30c. per lb. ; "York" cut hams, 21 to 24c. per lb.

Oatmeal is principally purchased in England.

Cheese imported from the United Kingdom, 18,158 lbs. ; from the United States, 12,325 lbs., and from Canada 9,283 lbs.

Butter, French and Danish, in pound tins, retails at 40c. per lb. There were 21,450 lbs. imported from France, 289,000 lbs. from the United Kingdom, 6,219 lbs. from Canada, and 1,185 lbs. from the United States.

Lard, 413,193 lbs. were imported from the United States, put up in 50 lb. tin packages, also in 2, 3, and 5 lb. tin pails ; retails at 12c. per lb.

Carriages are principally imported from the United States, but the majority of them are second-hand, used by cabmen.

Groceries, dry goods, and hardware are purchased principally in New York ; also furniture, principally pinewood and iron bedsteads ; also oils, paints, and medicine are imported principally from New York.

The exports from this island were, in 1896, as follows :

Molasses, 33,727 gallons to Canada, and 2,575 gallons to the United States ; "Manjak" 571 tons to the United States, Great Britain 249 tons ; sugar. "Muscovado," to Great Britain, 1,101 hhds. ; United States, 43,802 hhds. : Canada, 835 hhds. Dry sugar, Great Britain, 1,592 hhds. ; United States, 2,017 hhds.

The following is a statement of the principal goods imported, and duties levied on same :—

Flour, per bbl. of 196 lbs.....	$1 co
Grain, including peas and beans, per 100 lbs.....	o 08
Lard, per 100 lbs	1 00
Butter, "	2 00
Cheese, "	2 00
Fish, dried, salted, or smoked, 112 lbs.....	$o 36
Indian meal, or other kinds, per bbl. of 196 lbs.....	o 30
Hay, per 100 lbs.....	o 06
Meat, salted or cured, per 100 lbs.....	1 00
Cattle, each.....	1 00
Salt, per ton	o 72
Soap, per 100 lbs	o 36
Tallow, "	o 48
Oil, kerosene, per gallon.....	o 08

GOODS ADMITTED FREE.

Books, eggs, fresh fish, fresh fruit and vegetables, straw.

TRINIDAD.

This island is a British colony, with a population estimated at 245,000 ; of this number about one-third are East Indian coolies. Trinidad does a large export trade of general produce and merchandise (imported to Trinidad from other countries, with Venezuela.

Of imports there were 153,539 bbls. flour from the United States, principally the "West Indian Belle," "St. Lawrence," and "White Light" brands. No flour was imported from Canada during 1896. The regular freight rate on flour is 30c. per bbl. (this is the only island where the merchants do not object to flat hooped barrels, but prefer round).

The importation of corn for 1896 was 25,513 bushels ; oats, 102,100 bushels. All of the corn and 30,000 bushels of oats were imported from the United States, and 48,600 bushels of oats from Canada ; the balance from Holland and Germany. Corn is put up in bags of 112 lbs. net ; oats in bags of 160 lbs. ; split peas in barrels of 210 lbs. The latter are largely Canadian split peas, imported via New York through New York commission houses.

Hay is imported in pressed bundles of from 100 to 110 lbs., principally from New York, at 30c. per 100 lbs, freight.

Canned salmon, put up in 1lb. tins, 4 doz. tins to the box, are imported from New York. Boxed meats and smoked hams—hams weighing from 8 to 10 lbs. each, neatly covered with paper and canvas—are sold largely there packed in crates containing from 100 to 120 lbs.

Oatmeal in 1lb. tins is imported mostly from Scotland and the United States. Cornmeal, in bbls. of 212 net, is imported from the United States.

248,094 lbs. cheese, in 28 to 30lb. packages, imported, 20,927 lbs. being made in Canada, 180,337 lbs. in the United States, and the balance in small quantities from France, Germany, Holland, and Venezuela.

Butter, 678,440 lbs. were imported. Of this Canada supplied 2,128 lbs., France 467,640 lbs., and the United States 75,027 lbs. The choice butter is put up in 1 lb. tins ; the cheaper butter in 33 and 66 lb. kegs.

Lard, 1,407,404 lbs., being principally imported from the United States, put up in 25lb. tin pails, 4 in a case.

Hardware is principally imported from the United States and England.

Furniture is principally imported from Europe ; a small quantity of a very cheap quality being imported from the United States.

Dry goods are principally imported from England. Merchants say that English cottons are much better than United States cottons, on account of their being better filled, making the goods much stiffer. Large quantities of the staple dry goods bought in New York are summer goods purchased in the fall of the year, frequently at a discount of 50 per cent. on the actual cost.

Potatoes are principally imported from Nova Scotia, the price depending entirely upon the supply on hand. Potatoes have sold there at $1.25 per bbl., but at times, when there is a scarcity, prices advance to $4 and $4.50 per bbl.

Boots and shoes, fine and fancy goods, are imported from England ; rubbers of a cheap quality are imported from the United States, and small lots from Canada.

Woodenware is used only to a small extent. Timber, white pine and spruce, from Canada ; the largest quantity of the white pine comes via New York.

Whiskey, Canadian rye, is used to a very limited extent ; Scotch and Irish preferred, imported in cases of about two imperial gallons. Lager beer largely used, but German

brand preferred. American lagers are being sent to this island in small quantities by quick steamers, generally in good condition, pints in cases or barrels of 6 to 10 dozen preferred; duty 18c. per doz. pints, less allowance (4 per cent.) for breakage. Ale, very limited consumption, principally Bass and Scotch ales; stout largely used, chiefly from Scotland.

Horses: there is a limited demand for good, serviceable horses, weight about 1,000 lbs., 15½ hands high, used principally for carriage horses; mules and asses are used for teaming.

The business of this island is done principally by consignment.

The following is a statement of the principal goods imported, and duties levied on same :—

Bread, all kinds, per bbl.....	$ 0 25
Boots and shoes, value $500..	24 00
Butter, per lb.....	0 02
Cheese, "	0 02
Corn and oats, per bushel....	0 08
Flour, per bbl. of 196 lbs....	0 80
Lard and its compounds, per 100 lbs.....	1 00
Meal, per bbl. of 195 lbs,....	0 36
Oil, petroleum, per gallon....	0 30
Soap, per 100 lbs.	0 50

GOODS ADMITTED FREE.

Beans; Eggs; Fruit, fresh; Fish, all kinds; meats, all kinds; peas.

BRITISH GUIANA.

This is an English colony, with a population of about 278,328; of this 4,558 are whites, and 105,463 coolies. The imports for the year 1896 were :

Flour, 174,803 bbls., of which 173,588 bbls. were imported from the United States, and 150 bbls. from Canada. Pillsbury's "Best XXXX," "St. Lawrence," "Knickerbocker," and "Retriever" are the principal brands, sold at from $6.25 to $6.40 per bbl.; freight rate 25 to 30c. per bbl. from New York. The complaint is that Canadian flour in that climate turns sour, while that from New York retains its sweetness.

Corn, 22,925 bushels were imported from the United States in bags of 112 lbs. net; oats, 410,824 lbs., 116,824 lbs. of which were imported from the United States, 107,960 lbs. from Canada (P.E.I.), and 186,000 lbs. from the United Kingdom.

Oats for this market should be very heavy, not less than 40 lbs, to the bushel, and very clean, put up in bags of 160 lbs. net.

Split peas, 112,900 bushels were imported, in barrels containing 210 lbs. net, freight from 25 to 30c. per bbl., and on corn 15c. per bag. These commodities were all imported from New York.

Hay in pressed bales of from 100 to 150 lbs., about 517 tons imported; 454 tons from the United States, and 63 tons from Canada. No demand for straw.

Not Ordinary Mixed Paints

There are a great many mixed paints that are very poor. It's safe to say the majority are poor. It is on account of this, many are suspicious of any paint prepared for use.

We want to make it plain that

THE SHERWIN-WILLIAMS PAINTS

are not at all like ordinary mixed paints, most of which are simply cheap mixtures made to sell.

With **THE SHERWIN-WILLIAMS PAINTS** we simply take the best paint materials—lead, zinc and linseed oil—and, instead of your mixing them up in a crude way in a paint pot, we do it by special machinery. In this way we get a fineness and spreading capacity, and better wearing qualities than you can. It's the material we use, and our way of handling it, that make our paints right.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

Biscuits, 450,384 lbs, of which 406,912 lbs. were imported from the United States. "Maddies" and "Pilot Brown" are the principal brands used, put up in bbls. of 56 to 60 lbs. net. There is also a local biscuit factory in Georgetown.

Canned lobsters are imported from Canada direct in 1 lb. tins; but canned salmon is imported only via England.

Smoked hams, 296,714 lbs. imported; of this Canada supplied 720 lbs., the United States 222,692 lbs., and England 73,242 lbs.

Canned meats in 1 lb. tins, 98,054 lbs. were imported, of which 81,537 lbs. were from the United States.

Oatmeal in bbls. containing 180 to 200 lbs., cornmeal in bbls. of 200 lbs. net; the total amount imported of these was 1,071,480 lbs., of which 960,936 lbs. came from the United States.

Of potatoes Canada supplied 30,256 bbls. of the total importation of 59,495 bbls.; freight by Canadian steamers 55c. per bbl.; selling price from $1.50 to $4 per bbl., according to the supply and demand.

Cheese in boxes of 28 to 30 lbs., also in 5, 10, and 25 lb. tins, amount imported 266,284 lbs., of which 172,314 lbs. were from the United States, 9,826 lbs. from Canada, 42,401 from Holland, and 41,743 lbs. from England.

Butter, total importation 566,881 lbs.; of this 257,605 lbs. were from the United Kingdom, 20,326 lbs. from the United States, 276,876 lbs. from France, and 2,696 lbs. from Canada. The best butter from Copenhagen, put up in 1 and 2 lb. tins, retails for 45 and 48c. per lb.

Lard, total importation 370,805 lbs., of which the United States supplied 369,802 lbs., Canada 96 lbs., England 907 lbs. This is put up in 25 lb. tin pails, 4 in a case; "Queen," New York brand, seems to be the favorite.

Carriages, a few victorias and doctors' buggies with rumble, are sold. Furniture, very little imported; made locally with native hardwood, which withstands the ravages of wood ants and other insects; softwood furniture is of no use. Oils are imported from the United States; paints from England.

The exports are principally sugar, molasses, rum, charcoal, and cocoa.

The following is a statement of the prin-

cipal goods imported, and the duties levied on same :—

Bacon and bacon hams, per lb	$ 02
Beef, salted or pickled, per bbl. of 200 lbs	1 00
Bread, navy biscuits, or crackers, per 100 lbs.	0 50
Cattle, per head	5 00
Butter, per lb.	0 02
Cheese, "	0 02
Cornmeal and oatmeal, per 100 lbs	0 25
Fish, dried, per 112 lbs	0 50
" pickled, per bbl. of 200 lbs	0 25
Flour, per bbl. of 196 lbs	1 00
Hams and sausages, per lb.	0 02
Hay, per 100 lbs	$0 10
Lard, per lb.	0 01
Oats, "	0 00¼
Paints, per 112 lbs	0 25
Pork, salted or pickled, per bbl. of 200 lbs	1 00
Soap, fancy, per lb	0 02
Soap, common, per lb,	0 00½

GOODS ADMITTED FREE.

Fruits and vegetables ; books ; salt.

PACKAGES.

In introducing Canadian goods into the West Indies, manufacturers should be very particular in regard to the packages in which the goods are done up, and see that the outside of same is neat and attractive.

There seems to be an impression in many of these islands that Canadian flour will not stand the climate, on account of its not being sufficiently kiln-dried. But this may in a measure be due to misrepresentation of competitors. One reason, however, may be that the barrels are too large, and the flour is not compressed sufficiently in the barrel to exclude the air, the flour being loose in the barrel. Then the barrel should be of hardwood. American barrels are mostly made of oak, with round hoops; Flat hoops do not seem to be strong enough to hold the packages together so that the flour will not silt between the staves. The barrels should be neatly branded, as the brand and the appearance of the package has much to do with the sale to many of the people of these islands. The empty barrels are used for packing sugar, fruit, etc.

Grain and hay should be put up in uniform packages. It is a mistake to ship hay in bundles over 100 to 125 lbs. weight. Merchants say they have lost the sale of good hay on account of it being in bundles of from 200 to 250 lbs. The people have been educated to buying hay by the bundle, and do not expect it to contain more than 100 to 125 lbs.

Canned Goods.—The wooden package containing canned goods should be of planed lumber and neatly branded, to compete with American goods, as the American manufacturer pays a great deal of attention to the neatness and strength of his packages for this trade. The West Indian merchant receiving a consignment of canned goods and other merchandise in cases desires to put them in a conspicuous place in his store for advertisement. Particular attention should also be given to the marking or stenciling of the packages.

Cheeses of over 28 to 30 lbs. weight should never be shipped to those islands, for merchants do not like them, as they cannot find ready purchasers for larger packages among retail trade, and the packages containing 30 lbs. are stronger and not so likely to be damaged in transit.

Butter—There is a good market for a first-class article, not too salt, and slightly colored, put up in 1-lb. tins, hermetically sealed. If possible, these tins should be so made that they can be readily opened and closed, as the better class of consumers prefer their butter in tins of this size, it keeping better. In most of the islands it retails at 48 cents per lb.

Lard should be put up in 25-lb. tin pails, with an inside cover, hermetically sealed, as when the package is opened by the consumer he removes the inside cover, uses the outer cover to keep the lard clean and protect it from the climate until the pail is empty. The empty pail is afterwards used by many for a water pail.

Square wooden packages, such as those used for canned meats, lard, etc., should in all cases be bound on the ends with band iron. Packages handled on steamers must necessarily be much stronger than those used for transporting goods by rail, as in most cases the steamers load and unload in the harbor from and into lighters. Sometimes the weather is very rough, and these packages have to be handled in slings by derricks, and unless properly fastened, they are liable to be damaged or broken.

There are many other islands in this group with which trade could be opened. There are also the British Islands of Granada, St. Vincent and Jamaica, a number of French, Dutch and Spanish islands, and the Island of Hayti, all of which deal principally with New York.

To merchants and manufacturers intending to extend their business into these islands we would suggest that they give the closest attention to keeping the quality of their goods fully up to the standard of that first introduced into the market. We find in some cases goods that were successfully introduced eventually were driven out of the market by the failure on the part of the manufacturer to keep up the standard of the quality of his brand.

KLONDYKE NOTES.

A MONTREAL despatch states that a well-known lumberman of that city is organizing a party for the Klondyke. Two of the members of the party propose to start a hardware store in Dawson City.

A party of young men is being formed in Almonte, Ont., to leave for the Klondyke in March.

Messrs. Ira Elliott and Jos. Storey, of Brantford, and Mr. Mason, of Hamilton, left last week for the Yukon.

A party of 21 men and two women left Detroit for the Klondyke this week. Two from Wallaceburg, S. Somers, and T. F. Crowe, the latter a dealer in agricultural implements, are of the party.

Mr. John Charles, a practical placer miner, who has had many years' experience in South Africa, left from Perth, Ont., last week, for the Klondyke. He took a couple of Newfoundland dogs with him.

The Klondyke fever appears to have hit the general public badly, and the effects of it are seen in all directions. For instance, an umbrella repairer, on Queen street west, has a large sign which reads : "Klondyke Repair Shop."

The Fort William Journal published an interview its representative held with a pawnbroker on his way to Dawson City. He expects to make more money by lending money than those who seek wealth in the frozen fields of the north.

Mr. J. C. Burke, V.S., of Blenheim, formerly of London, will leave about Feb. 1 for Fort McLeod to buy horses for the party which will be sent on Feb. 15, by the Peninsular Company, to go via Edmonton and the all-Canadian route to the Klondyke.

RETAIL HARDWAREMEN MEET.

The Ontario Hardware Association held their annual meeting in Palmerston on Jan. 28. The officers for the ensuing year were appointed, and reports were received from the officers of the past year.

A lengthy discussion took place on advertising, and it was acknowledged by all that advertising paid, but that it was necessary to change advertisements weekly and to advertise one article only in each advertisement.

The different members gave their experiences in handling different lines of goods, such as bicycles, seeds, oil-cloths, binder twine, etc., and showed what it was necessary to do in order to handle these lines successfully.

Two or three of those present, who had stuck to the cash system during the past year, related their experience with regard to it, and reported that they would not go back to credit under any circumstances.

H. S. HOWLAND, SONS & CO.

37 West Front Street

WHOLESALE ONLY

Toronto.

To the Retail Hardware Trade of Canada

Before placing your orders for

Window Glass, Putty, Hinges
Cut Nails, Wire, Rope, Chain
Wire Nails, Axes, Steel
Horse Nails, Files
Horse Shoes

Miners' Supplies, Picks, Shovels, Etc.

and any other staple lines, **IT WILL PAY YOU** to submit your specifications to us for prices.

H. S. HOWLAND, SONS & CO.

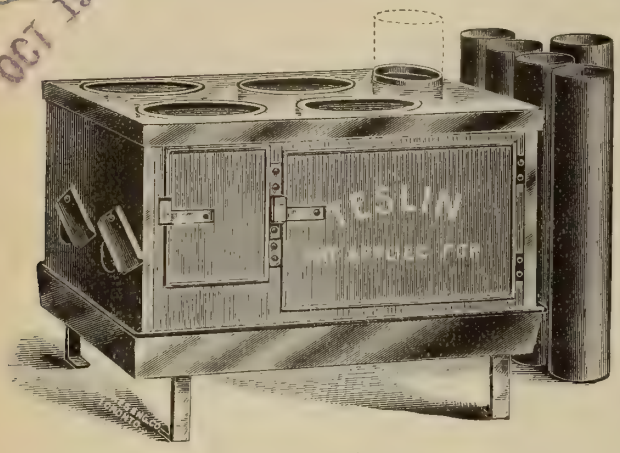
WHOLESALE ONLY

Toronto

Graham Cut and Wire Nails are the Best.

STOVES FOR THE KLONDYKE.

THOSE who have noticed the wonderful manner in which the peculiar needs of the Klondyke prospectors have been met at every hand by innovation or invention must have felt the force of the oft-repeated truism, "Necessity is the mother of invention."

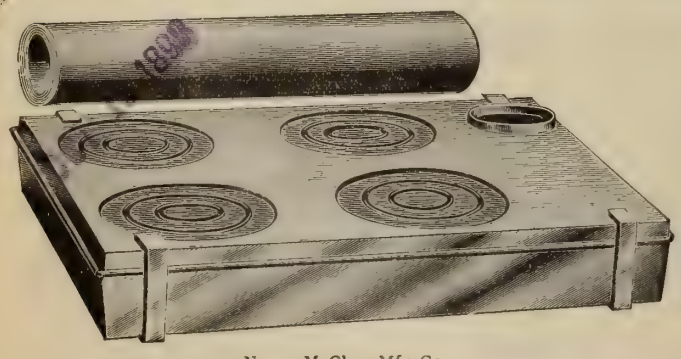


No. 1—McClary Mfg. Co

The difficulty of transporting goods to the Yukon has been so great, the atmosphere of that country so severe, that manufacturers in all lines of business have set their brains to work to produce articles combining lightness and compactness with durability and warmth.

One of the necessities demanded by these peculiar conditions has been a stove which will give a good heat while being easily transported.

Such an article has been produced by the McClary Manufacturing Co., Limited. This firm have just issued a neat booklet containing a full list of the miners' outfits manufactured by them, such as stoves, ranges, drum and dutch ovens, telescope pipes, miners' coffee pots, dinner pails, lamps, pans, etc. The accompanying illustrations show two of their stoves as they appear ready for transportation and ready for use. Figure No. 1 is a likeness of the "Teslin" cooking stove set up. This stove has a direct as well as an indirect draught, and the arrangement of the flues directs the heat around the oven for baking. Its construction renders it perfectly rigid, while the heavy angled corners assist in preventing it from warping. The oven is 22 x 14 x 9 inches in size; the fire box, 22 x 9 x 13 inches. The height, built up, is 13 inches.



No. 2—McClary Mfg. Co.

Figure No. 2 represents the "Teslin" knocked down for transportation. When in this shape the stove is but 4 inches high and weighs only 53 pounds. It is made throughout of heavy, flat sheet steel, and costs, with 9½ feet of telescopic pipes, the trade $12.22. Figure No. 3 is a cut of the "Dawson" camp stove ready for use and "nested" for packing. These stoves are made in two sizes, with or without feet, and heavy or light. The large size, heavy, with wrought iron feet, is 24 x 12½ x 12 inches in size, weighs 21 lbs. and costs $4.32. The small size, light, without feet, is 20 x 12¼ x 12 inches in size, weighs 13½ lbs., and costs $3. These prices include 7½ feet of telescopic pipe. As this booklet may he had upon application, all firms expecting o do any Klondyke outfitting should write to the McClary Manufacturing Co., Limited, London, Toronto, Montreal, Winnipeg or Vancouver.

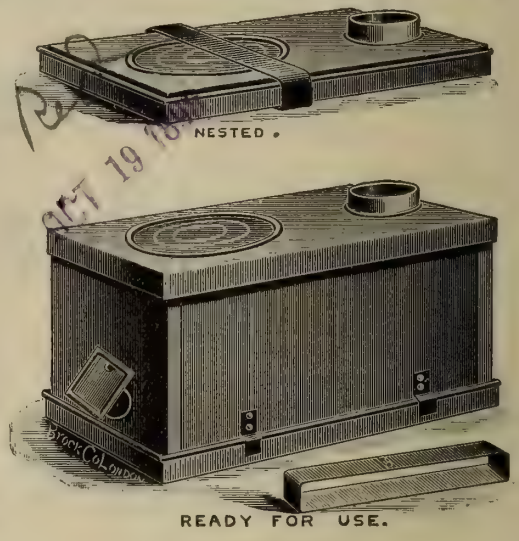
A REMARKABLE SHOWING.

The Magnolia Metal Co., during the last three or four months, has received, through the mails, nearly 3,000 testimonials on Magnolia metal. These testimonials were received from every part of the United States and Canada, and were sent in by railway companies, steamship companies, rolling mills, iron and steel manufacturers of every kind and description, machinists, paper mills, cotton mills, woolen mills, woodworking establishments of all kinds, and practically every class of mechanical industry that can be mentioned.

These testimonials came to them in response to a circular sent out to all the mills and manufacturers of the United States and Canada, accompanied by a 15-inch rule, sent with their compliments, and simply asking if they were users of Magnolia metal, and, if so, what was their experience. It has been estimated that at least 100,000 concerns in the United States and Canada are to-day using Magnolia Metal. This is remarkable, and shows the wonderful success that the Magnolia Metal Co. has had during the past 10 or 12 years in introducing their metal among the mills, manufacturers, jobbers and dealers of the United States and Canada; and their trade is equally as large in foreign countries.

THE VALUE OF ADVERTISING.

During Christmas week one of our merchants, says The Orillia Packet, received direct evidence of the indirect value of advertising. He had for several years past made a practice of holding Christmas sales, and advertising them pretty extensively. This year, however, he did not do so. But a gentleman who had come to town from the north walked in one day and said: "You hold special Christmas sales, don't you?" "Well, we have," replied the merchant. "Where did you hear of it, may I ask?" "Oh, I don't know about this year," said the visitor, "but for the last two years I have noticed that you have advertised special reductions at Christmas. I did not want what you were advertising then, but I do now." And the merchant made a good sale. "Now, that is a case," said the delighted advertiser to a Packet reporter, "where I have direct proof that my advertising, though it did not bring me this customer at the time, made such an impression that when he did want something in my line, though it was a year after, he came to me. And for one case of the kind that I hear of I calculate that there must be many who never mention where they have learned of my business. This is in addition to the direct and immediate returns from the advertising, which were very satisfactory."



No. 3—The McClary Mfg. Co.

The American Axe & Tool Company

MANUFACTURERS OF

Axes, Adzes, Hatchets, Mattocks, Picks, etc.

T. C. COLLINS
No. 10 St. John St., Montreal
Agent for Canada.

253 Broadway
NEW YORK

Catalogues and Price List on application.

IMPORTANT INJUNCTION SUIT.

THE Magnolia Metal Co., whose trade extends to every part of the United States and Canada, and to every civilized country in the world, has, during the last two or three years, had numerous suits with parties infringing their trade marks and patents.

An injunction was granted on Dec. 15, 1897, by Lord Chief Justice Russell, in the Queen's Bench Division of the High Court of Justice, London, Eng., enjoining the Tandem Smelting Syndicate, Limited, and restraining them from passing off their metal for Magnolia metal.

A few weeks ago, the Globe Engineering Co., Limited, of Manchester (now in liquidation) shipped a quantity of metal to a firm in South Africa, that had ordered Magnolia metal. The metal sent to fill this order was made up into ingots as near as possible to represent the well-known ingots of Magnolia anti-friction metal. They bore the words "Magnolia Anti-Friction Metal," but the trade mark, the Magnolia flower, and the words "Patented, June 3rd, 1890," were not imprinted upon them. The purchaser brought an action, in the High Court of Justice, at the Manchester Assizes, against the sellers, and judgment was given in his favor by the arbitrator to whom the matter was referred.

The Magnolia Metal Co. has called our attention to the above and desires to warn the public, through our columns, against fraudulent imitations. The public are as much interested in getting straight goods as the manufacturers are in suppressing frauds.

Genuine Magnolia anti-friction metal is made up into bars, of which this is a facsimile, and the trade mark, which is also shown with this, and name are always stamped on bars and boxes; and besides

this the words "Patented, June 3rd, 1890," and "Manufactured in the U.S." are stamped on the under side of each bar.

The Magnolia flower trade mark is registered in every civilized country in the world.

The Magnolia Metal Co., of 266 West street, New York, advise us that similar frauds are being committed in this country at this time, and they offer $1,000 dollars reward to any party causing the arrest and conviction of any individual or firm infringing their trade marks or patents.

A NEW BRAND OF WHITE PAINT.

The Canada Paint Co. are placing a brand of white paint, in paste form, neatly put up in 25-lb. packages, on the market. It is called the "White Cross" brand, and is said to be a superior article for exterior or interior decoration, being snow white and durable.

A NEW ELECTRIC DEVICE.

The public are now becoming so accustomed to hearing of some new discovery in electricity or electric appliances, that a discovery which would have created a furore of excitement a few years ago is now looked upon with equanimity.

Our rivers have been harnessed, Edison the younger talks of using the very restlessness of the ocean to his purpose, and even the sun's heat rays are manipulated by a Berlin firm to lower curtains when the sun shines, and raise them while it is obscured.

Now the report comes to hand that the operatives of the Bell Telephone Co. have discovered a method of using a second time, electricity which has passed to Mother Earth from the rails for street cars.

The general manager of the St. Louis branch of the Bell Co. has made the following statement in regard to this discovery: "That the current from the street car ground wires remains in the earth, and travels underground we have demonstrated beyond a doubt. From experiments we have made and are making we are certain this force can be used again. We have been experimenting with lamps. We find that a single wire with the simplest kind of a connection will suffice to produce light from the earth current. I can see no reason why the current could not be carried through motors and dynamos in the same way. If the actual current as it comes from the earth were not sufficient, it could first be gathered into storage batteries, and thus intensified."

John Bowman Hardware & Coal Co.

LONDON, ONT.

Linseed Oil, Glass, White Lead, Mixed Paint, Spades and Shovels, Screen Wire, Screen Doors, Fence Wire, Harvest Tools, **Shelf Goods and Cutlery.**

YOUR SPRING ORDERS SOLICITED.
CLOSE PRICES.

NEW STOCK ALL BOUGHT FOR CASH.
PROMPT SHIPMENT.

GIGANTIC IRON ENTERPRISE.

HALIFAX Evening Mail says : Nova Scotia is soon to have one of the largest iron works on this continent. The matter has been under consideration for some two years, and now everything points to the early completion of the plant. The promoters, two well-known New Glasgow citizens, are both well satisfied with the outlook, and have only arrived at a decision after a long and careful examination of the facilities offered in this province for the successful smelting of iron ore. Their conclusion is that no country in the world can offer such inducements as this great country, rich beyond measure in many materials.

About four years ago iron ore was discovered at Conception Bay, which is known as the Hull Isle mine. It is altogether an unique and wonderful deposit. Rising out of the sea, it towers far towards the heavens, forming a veritable mountain of wealth. So great is the accumulation of the mineral that the possibilities which will arise from its successful operation can hardly be comprehended. There is no mining required to obtain the ore. There it is, shattered by nature in pieces about the size of a brick and all ready for loading into trolleys for removal to the water front. This peculiar feature of the deposit renders it more valuable, and makes possible the production of pig iron at a cost below even that of the smelters of Alabama.

A HUGE SMELTER.

The Mail had a conversation with a gentleman thoroughly familiar with the subject. Some few years ago it was announced that a huge smelter was to be established on the shores of the Northwest Arm. Hundreds of men were to be given employment, and the city's business was to be largely increased as a result, but now that vision has been shattered, and the company operating the mine has sought new sites, of which there are several in view. At the present time the work of smelting has been carried on at Ferona, in Pictou county. The cost of reducing the ore at this point is too great to allow of competition with the outside world. In the first place, it was found that Pictou coal was entirely unsuited to the requirements of a smelter, owing to the presence of so much sulphur and the large amount of ash left after the fuel had been used. Tests were then made with Cape Breton coal, and in it were discovered many good qualities lacking in the other. Added to this is the greater cost of landing ore at an inland town ; the double freight for this, as well as for coal.

The pioneers of the movement then began to search for a better location. On different occasions, Sydney, Louisburg and other places were visited and carefully surveyed. It has been ascertained that limestone is present in large quantities in both the above-named places. The Phelan coal seam, on which are the Dominion Reserve, Dominion Number One, Old Bridgeport, Caledonia and Reserve collieries, contains less sulphur than any other of the island coals. The harbors of Louisburg and Sydney afford ample opportunity for receiving the ore and shipping the product. At Sydney, the council has already offered a free site, tax exemption and free water to the company, should that town be selected. The county council of Cape Breton, now in session, are also prepared to give concessions, if any other part of the county is selected. This goes a long way to show the great interest that is being taken in the enterprise, and truly it is deserving of all the attention that can be bestowed upon its start and subsequent success.

MAGNITUDE OF THE SCHEME.

To show the magnitude of the scheme it need only be mentioned that 40,000,000 tons of ore are within sight, and easily available. It can be loaded on ship at a ridiculously low price. To handle this immense bulk, the company proposes to erect a plant capable of turning out each year 75,000 tons of pig iron. To obtain that output it will require 200,000 tons of ore, 200,000 tons of coal and 60,000 tons of limestone. The handling of this will alone provide employment for a great number of men. In addition, 125,000 tons of slag will have to be removed from the works annually. From 500 to 600 men will be needed, and of this number 300 will be skilled mechanics, each receiving good wages. This, it may be stated, will be the minimum operations of the concern. Its future will depend on the demand. There is no doubt that the iron can be prepared here cheaper than anywhere in the world, and this will guarantee a healthy growth of trade.

Now as to future possibilities. As yet only manufacture of the raw pig iron has been mentioned. As has been said of the scheme by one of the promoters, "We hardly dare think of the ultimate operations of the company." With cheap iron, steel rails can be made, ships can be built, and a thousand and one other things done which to-day are unknown to Nova Scotians as part of their existing enterprises. The fact that the great consumers of pig iron and English capitalists have every faith in the success of the works removes all doubt of its importance to this country. Thousands may some day find employment where at the present time there is a blank.

LARGE ORE FLEET.

To transport the ore and manufactured stock, a large fleet of iron steamers will be needed. These will be built and operated by the company itself, and it is understood that already arrangements are being made to have figures for their construction submitted. They will also be employed to bring back fluxes, so very essential to the manufacture of good iron in different grades. Here is another means of giving work to the people of the province, and there are no doubt still unforseen side shows of which the same might be said.

Such is the great undertaking that is already well in hand and soon to be a real thing. Think of its value to the town so fortunate as to secure its establishment within its limits. An increase in population equal to what it has at present, and a sound bottom for future business. The Mail will be in a position later on to say more about it, but for the present the above facts will no doubt be read with great interest by every man, woman and child in Nova Scotia.

CATERING FOR KLONDYKE TRADE.

Rice Lewis & Son, Limited, of Toronto, are making a special effort to secure a share of the Klondyke trade. In pursuance of this policy, they have delegated a member of their staff to look after this business altogether, and in their office they keep on file various newspapers, giving information in regard to the Klondyke, as well as descriptions of the various routes to that part of the country. Already they have supplied hardware outfits for between 40 and 50 parties, and they expect to do a great deal more yet.

Rice Lewis & Son, Limited, informed HARDWARE AND METAL that they know of an American railway company which has ordered in Canada outfits for three hundred men going to the Klondyke.

Among the papers on file in the office of this company is a weekly publication, named The Klondyke Bulletin. It is published in Minneapolis, Min., by the Soo Line Railway Co., of which Mr. W. R. Galloway is general passenger agent.

NEW HARDWARE STORE.

The firm of Thompson & Sutherland have decided to open up a branch of their hardware and stove business in the town of Westville, N.S. They have bought out the premises and stock lately owned by J. A. Hood, and also the stock of stoves and tinware owned by John A. McKay, To this they are adding a full line of all kinds of hardware, including pocket and table cutlery of all kinds, shelf hardware, blacksmiths' supplies, paints, oils, glass, etc.

CATALOGUES, BOOKLETS, ETC.

A CALENDAR AND MEMO CARD.

Francis Hyde & Co. are mailing their retail friends a couple of pretty '98 souvenirs. One is a handsome calendar and the other is a neat pocket memo book. Drop the firm a post card at 31 Wellington street, Montreal, if you want to secure them.

DEALERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth? Do you know that the sale of

Enameline

The Modern STOVE POLISH

in Europe is more than the entire output of any other brand of Stove Polish in America? Such is A FACT! Why? Because Consumers and the Trade demand ENAMELINE.

OUTFITTING FOR THE YUKON.

AT the last meeting of the Retail Merchants' Association, of Winnipeg, the question of the Yukon outfitting trade was discussed. It was felt that Winnipeg merchants were in a position to handle this business more advantageously than some other places that are bidding for it. It was pointed out at the meeting that the experience of Winnipeg merchants in furnishing outfits for the northern latitudes, during the past twenty years, enables them to understand better the requirements of people going to Yukon, than merchants can in other parts of the Dominion. It was further pointed out that the great demand for goods at certain points had resulted in an advance in price, and that goods could be purchased there at a saving of from 10 to 25 per cent. After debating the question for some time, a committee was appointed to wait on the board of trade, to solicit their co-operation in disseminating information on these points in the eastern provinces.

Acting on a suggestion of President Bole, made at the recent banquet of the retail association, the question of settling the vacant lands around Winnipeg was taken up, and it was decided to petition the Minister of the Interior to appoint a resident agent to promote settlement in this district.

The committee appointed to consider a proposal to amalgamate with the Caterer's Union, reported progress. A report of the banquet committee was also presented and adopted.

ENAMELINE GROWING.

About February 1, J. L. Prescott & Co., the proprietors of "Enameline," the well-known stove polish, will remove their New York offices from 11 Jay street, to the Gerken building, corner of West Broadway and Chambers street, which building has become the centre of the New York jobbing trade. This change became necessary on account of an enormously increasing demand for the product of this house.

The new offices of "Enameline" are being elegantly fitted up with all the latest improvements, and will be a credit to the owners of one of the most popular proprietary articles in the grocery trade of America.

One of the features of the new offices will be the export department, to meet the requirements of the constantly increasing European trade, which has, according to the firm, already reached proportions never before attained by any proprietary article in the grocery trade of the United States.

The new offices will occupy the eleventh storey of the Gerken building, where the outlook from the windows is one of the most superb in the city of mammoth office structures.

THE HALIFAX-JAMAICA CABLE.

The Canadian Pacific telegraph, by means of its new direct cable between between Halifax and Jamaica, which is now ready for business, has reduced the cost of sending a message from $1.19 per word to 48c. per word. Heretofore there has been endless delay by the old route via New York, to Florida, over the Western Union lines, and from there over the International Ocean Cable Co.'s lines to Cuba, and on to Jamaica. Press and market reports will now go direct from Canada. The more rapid communication, with cheaper rates, should do a good deal towards increasing trade between Canada and the West India Islands.

THE PROOF OF THE PUDDING.

The E. B. Eddy Co., Limited, write: "We have the pleasure to say that, after according to the ladies the palm of being the most careful newspaper readers, and the best judges of a good thing, as evidenced by the requests we have had from thousands of them throughout Canada for a copy of the calendar we are to issue soon, the readers of your trade journals have been the most numerous applicants for our calendars, thus showing the wide-spread and well-read effect of an advertisement in each of your trade papers."

Rambler Bicycles

ROAD RACER, $70.

WHOLESALE AGENTS FOR

RAMBLER and IDEAL BICYCLES

17 different Models to choose from.

- AGENTS WANTED -

Our travellers are on the road with samples.

BERTRAM, WILSON & CO.

IRON, STEEL AND HEAVY HARDWARE.

SPECIAL PRICES ON...

Leather Belting, Lace Leather
Rubber Belting and Packing.

LUMBERING AND SAWMILL SUPPLIES, AXES, SAWS, FILES.

BERTRAM, WILSON & CO. - TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Morin Guillaume, general merchant, Notre Dame du Lac, Que., are trying to effect a compromise.

J. J. Woods, bicycle dealer, Vancouver, has assigned.

Jas. Lavasseur, general merchant, Bic, Que., has assigned.

W. J. Peters, contractor, Quebec, is offering to compromise.

J. L. Langlois, general merchant, Amqui, Que., is offering 10c. on the dollar.

Antoine W. M. Kellie, contractor, Montreal, has filed consent of assignment.

McRae & Co., general merchants, Elva, Man., have been granted an extension.

Otto Wile, general merchant, Bridgewater, N.S., is offering 40c. on the dollar.

Assignment has been demanded of J. E. Roy, general merchant, Riviere Blanche, Que.

W. H. Hackett, general merchant, St. Johns, Nfld, has compromised at 50c. on the dollar.

Jones & Barnum, coal and wood dealers, Cobourg, Ont., have assigned to J. B. McCaul.

Alexis Berthelette, carriage maker, St. Laurent, Que., has filed consent of assignment.

Edward McGee, blacksmith, Wiarton, Ont., has assigned to H. G. Tucker, Owen Sound, and a meeting of the creditors will be held on the 10th inst.

B winding-up order has been granted concerning the Toronto Junction Foundry Co., Limited, and the Trusts Corporation of Ontario has been appointed interim liquidator.

PARTNERSHIPS FORMED AND DISSOLVED.

Pothier & Charpenter, contractors, Montreal, have dissolved.

Shillington & Cameron, general merchants, Lauder, Man., contemplate dissolving.

Renauld & Co. have commenced business as general merchants in St. Ephrem de Tring.

Mrs. A. C. Higgins, general merchant, Allenford, has been succeeded by Stewart & Burr.

McDonald & McEachern have registered copartnership as general merchants in Souris, P.E.I.

W. L. Wells, blacksmith, Upper Grand Forks, B.C., is admitting A. S. Hanscom as partner.

C. F. Pequenot, general merchant, Sandwich, Ont., has admitted his son as partner under the style of C. F. Pequenot & Son.

David P. Brown and Henry N. Brown have registered co-partnership in the firm of Robert Brown & Sons, foundrymen, New Glasgow, N.S.

Greer & Winteringham, implement agents, Oxbow, N.W.T., have dissolved partnership, and a new firm has been formed under the style of Winteringham & Cope.

SALES MADE AND PENDING.

D. Grise, hardware dealer, Midland, Ont., has sold out to F. W. Jeffrey.

A. McKerracher, general merchant, Northwood, Ont., has sold out.

Frank Pengelly, blacksmith, Dawn Mills, Ont., has sold out to W. Oliver.

Chas. S. Fennell has succeeded E. Elliott, general merchant, Thomasburg, Ont.

C. A. Crecine has bought out E. W. Pike, general merchant, Desboro, Ont.

Salmon & Walker, general merchants, Thorndale, Ont., have sold out to C. H. Lee.

W. B. Davey has bought out G. W. Averill, general merchant, Grand Forks, B.C.

The stock of the estate of J. J. Finch, furniture and stove dealer, Ottawa, has been sold.

R. J. Hopper & Co., general merchants, Rapid City, Man., have sold out to Le Page Bros.

W. R. Doherty, general merchant, Yarmouth Centre, Ont., has sold out to H. Allen.

Hall Bros., general merchants, Valdez Island, B.C., are advertising their business for sale.

L. Weber, general merchant, Hawkesville, Ont., has been succeeded by George Wetlaufer.

The stock of Louis Komiensky, general merchant, Digby, N.S., is advertised for sale by tender.

The assets of W. C. Norman, manufacturer spring beds, Montreal, are to be sold on the 10th inst.

The stock of John E. Crowe, general merchant, Springhill, N.S., is advertised for sale by tender.

A. Dulmage, general merchant, Lakelet and Gorrie, Ont., is advertising his Gorrie business for sale.

D. Lapointe, crockery dealer, Montreal, has sold his stock.

The stock of A. Cinq-mars & Co., general merchants, Cedar Hill, has been sold at 65½c. on the dollar.

Louis S. Corisse, sr., general merchant and contractor, Ottawa, has sold his general store to John Dagenais.

Girouard & Hebert, foundrymen, Drummondville, Que., are selling out part of their stock by auction.

CHANGES.

Julien Turbid has commenced business as general merchant in Quebec.

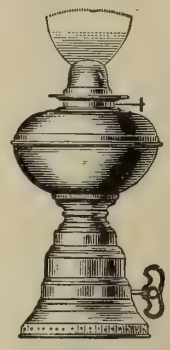
Simpson & Black, general merchants and

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
... TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

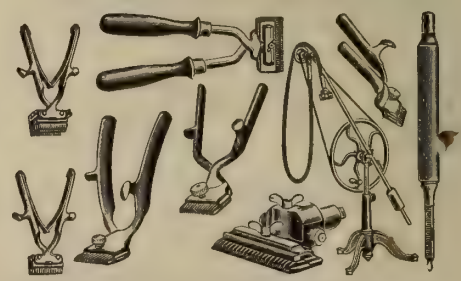
PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods.
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

PATENTS
PROMPTLY SECURED
Send a stamp for our beautiful book "How to get a Patent," "What profitable to invent," and "Prizes on Patents." Advice free. Fees moderate.
MARION & MARION, EXPERTS,
Temple Building, 185 St. James Street, Montreal.
The only firm of Graduate Engineers in the Dominion transacting patent business exclusively.
Mention this paper.



Improved Wanzer Lamp
Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.
WANZER LAMP & MFG CO
HAMILTON.

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of 10 cents
HARDWARE AND METAL, Toronto


HAIR CUTTERS of every description — Hand and Power. You want the best. They are manufactured only by The COATES CLIPPER MFG CO, Worcester, Mass. Catalogue on application.

fish dealers, Carbonear, Nfld., have closed down their business.

The Burrow, Stewart & Milne Co., Hamilton, is applying for charter.

Wm. Bryant has commenced business as harness maker, in Wilson's Mills.

Wilfrid Burr, general merchant, Bloomfield, Ont., is giving up his business.

J. O. Leblanc has commenced business as dealer in furniture and stoves, in Ottawa.

The Cardinal Electric Light Co., Ltd., Cardinal, Ont., has obtained charter of incorporation.

G. C. Dell has made application for the incorporation of an electric light company in Annapolis, N.S.

Application is to be made for the incorporation of the Montreal Hardware Co., Limited, Montreal.

Michael L. Donan has registered as proprietor of the Anti-Freeze Asbestic Weather Strip Co , Montreal.

Gedeon Pomerleau is about commencing business as a general merchant in St. Ephrem de Tring, Que.

H. N. Turcotte, general merchant, is removing from St. Ephrem de Tring, Que., to Broughton Station, Que.

Ethel Latimer has registered as proprietress of the firm R. J. Latimer & Co., carriage makers, etc., Montreal.

FIRES.

Hunt Bros, blacksmiths, Petrolea, Ont., have suffered damage by fire.

G. J. Lunn & Co., machinists, Montreal, have suffered damage to their premises by water; insured.

The stock of Henderson & Potts, manufacturers paint, Montreal, has been slightly damaged by smoke; insured.

Ness, McLaren & Bates, manufacturers telephone and electrical supplies, Montreal, have been burned out; insured.

DEATHS.

James Goodfellow, of Goodfellow & Co., general merchants, St. John's. Nfld., is dead.

SEND AND GET ONE.

The Dominion Brewery Co., Toronto, is distributing among the trade one of the most useful souvenirs of the year. It is a vest-pocket memo booklet giving, among other information, a list of winners and records on the turf, in athletics, rowing, cycling, yachting, canoeing, cricket, curling, shooting, ten pins, lacrosse, baseball, football, quoiting, skating, bowling, etc. It also contains the game and fishing laws, rates of postage, etc. On receipt of a request on a postal card they will be glad to send one to any of our readers or their customers.

THEY LOVE THE KLONDYKE.

Two men from the Klondyke passed through Pembroke last week on their way to their homes in Quebec city. They said they would reach Quebec just six weeks from the time they left Dawson City. They had walked 600 miles out to the Pacific, the river steamers having ceased running before they left. Then they took ship to Victoria and Vancouver, and the Canadian Pacific railway the balance of the journey. Their success in the Klondyke country was very different taken individually. After being out there over a year and a half, one man had $30,000 in gold and papers valued at another $30,000; the entire possessions of the other man did not amount to much over $5,000. Both men have claims in the Klondyke, and both return there in the spring. Both were in robust health, and said they could not be induced to remain away from the Klondyke next summer.—Observer, Pembroke.

A CLERK A MENDER OF WATCHES.

HARDWARE AND METAL is in receipt of a letter which reads as follows:

"I want to find a position as clerk with some country merchant. I can repair watches, clocks, and jewellery, and this ability would come in handy in some places remote from large centres, and my eyes are not good enough to work at it all the time. If you will interest yourself in mine and your customers' interests, I will bestow a present therefor of considerable value. I am a single man, 36, and a small salary would content me."

In the Rubber World

Years of experience, skilled labor, and the best materials have placed the name "**Goodrich**" at the top.

In Tire construction the "**Goodrich Res Flex**" **Single Tube** has all these points in its make-up, and combined with **RIGID INSPECTION** assure purchasers of a safe investment.

REMEMBER, there are **NO** tires just as good. Our **CATALOGUE "H"** explains why, and is full of information.

DEALERS---Prices are right—obtain them.

AMERICAN TIRE COMPANY, Limited

164-166 King Street West, TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 4, 1898.

HARDWARE.

BUSINESS has not opened out yet in general hardware, but jobbers state that all reports agree that the prospects are good and they expect an improvement in trade after the middle of the month. There have been no important changes in any line, values, as a rule, continuing steady. This applies to every line of Montreal in the hardware list.

BARB WIRE — This market continues much as last reported, and jobbers note a steady run of orders for forward delivery. We quote $2 f.o.b. Montreal.

PLAIN WIRE—The actual movement of material is light and prices are steady with discounts 35 per cent. and the usual terms,

WIRE NAILS—There is very little doing in wire nails, and makers are complaining that present prices afford them little margin considering the cost of their raw material. The base price remains at $1.90 f.o.b. Montreal.

CUT NAILS—Quiet and unchanged, the base price being $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—As last reported, with discounts 50 per cent.

HORSESHOES—Only a few moderate orders are noted. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Orders for these contnue fair. Discounts are: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head, brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS WIRE—Quiet and steady at 20c. per lb. up to 16 gauge.

COPPER WIRE—The same at 20c. up to 10 gauge.

BOLTS—There is a fair enquiry for carriage bolts. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS—As last reported, trade ruling quiet. Discounts are: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES—Unchanged: 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CORDAGE—Business continues quiet in this line. We quote: Sisal, 7-16 and upwards, 6½c.; ⅜, 7c.; 5-16 and ¼, 7½c., and 3-16, 8c.; manilla, 7-16, 7½c.; ⅜, 8c.; 5-16 and ¼, 8½c., and 3-16, 9c.; lath yarn, 6c.

CHURNS—A moderate trade is being done, and prices are unchanged.

CLOTHES WRINGERS—Demand has been quiet, and prices steady at $29 for Royal Canadian.

SPADES AND SHOVELS—Trade is quiet and prices as last noted.

CUTLERY—Little or nothing doing.

BUILDING PAPER—There has been further enquiry for this article for forward delivery. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES—Business moderate and prices steady: Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.

SHOT—Unchanged: Dropped 6c.; chilled 6½c., and buckshot 7c., less 12½ per cent.

CEMENT — Very little business doing and prices steady $2.15 to $2.25, for English, and $1.95 to $2.10 for Belgian.

FIREBRICKS—Dull, but steady at $21 per 1,000 as to brand.

METALS.

Heavy iron and metals continue steady with no change to report.

PIG IRON—The market is motionless. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50.

BAR IRON—Dull but steady, on the basis of $1.50; car lots 5c. less.

BAND IRON—Very little doing, and prices steady on the basis of an advance of 30c. on bar iron.

HOOP IRON—Very little doing, and we quote $2 to $2.10.

SHEET IRON—Quiet and steady as follows: 10 to 16 gauge, $2.10; 18 to 20 gauge, $1.80; 22 to 24 gauge, $2; 26 gauge, $2.10, and 28 gauge, $2.15 per 100 lbs.

SHEET STEEL—A quiet trade is noticed, and prices are steady at $2.25. No. 24, and other sizes and gauges, the usual extras.

LEAD PIPE—Only a quiet trade is noted, and we quote 7c. for lead pipe, and 7½c. for composition waste; discounts 27½ per cent. off.

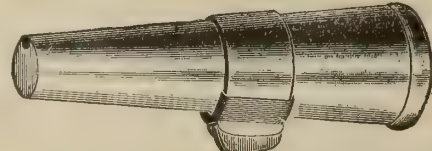
GALVANIZED IRON—There is no change locally, but values are unsettled in the west, where less than spot quotations have been accepted. We quote Queen's Head, $4 to $4.15 for No. 28 gauge.

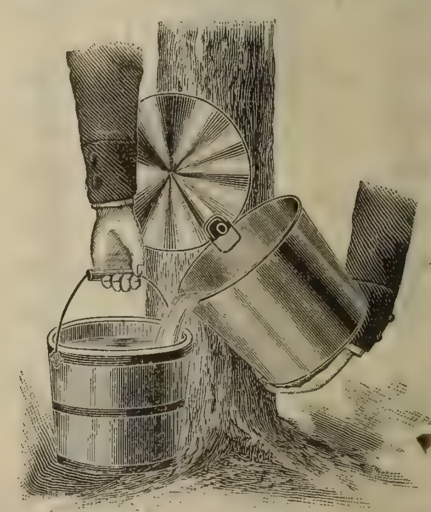
TINNED IRON—Going out in a quiet way on the basis of 5½c. for 6 x 30.

PIG LEAD—Spot prices are steady, being

Sap Spouts

RECORD PATENT





This pattern has replaced all others in the United States market, and large quantities have already been sold in Canada.

These are made double with the small end closed, with the exception of a small hole, sufficient only to allow the sap to percolate, this prevents the air getting to the wood and thereby damaging the tree.

This spout does not injure the tree and will draw 30 per cent. more sap than any other pattern. For price write

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver

OLIVER WIRE COMPANY

BARBED ANNEALED GALVANIZED — NAILS STAPLES FENCING

Pittsburgh, U.S.A

The only manufacturers in the world who absolutely control the production and reduction of all the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.

Canadian Agents ... Montreal

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.

31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

unaffected by the uneasiness outside, and we quote $3.75.

INGOT TIN—No change to report, prices at 16c.

INGOT COPPER—Quiet and unchanged at 12c.

SHEET COPPER—No change to report, business being quiet, as follows: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—Only a small trade is noted in Canada plates, and prices are steady at $2.10 to $2.25.

TIN PLATE—No alteration noted, prices ruling steady. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway grade, $3.25; do, I. X., $4 to $4.10; P. D. Crown, I.C., $3.80; do. I. X., $4.80.

TERNE PLATES—Quiet and steady at $6.

COIL CHAIN—Jobbers note some orders this week, and we quote $2.85 for ⅝ up.

SHEET ZINC—Unchanged, at 5 to 5¼c.

SOLDER—As last noted, at 11 to 11½c.

SPELTER—Without change, prices ruling at $4.70 to $4.75.

ANTIMONY—Featureless, at 10½c.

IRON PIPE—Prices are rather unsettled, but there has been no change in quotations here. We quote as follows: Black pipe, ¼-inch, $2.05; ⅜-inch, $2.05; ½-inch, $2.40; ¾-inch, $2.85; 1-inch, $4; 1¼-inch, $5.15; 1½-inch, $6.65; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

GLASS.

The window glass market is without change, prices ruling steady. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The lead market presents much firmness, and buyers are disposed to cover their spring wants of white lead and other paints at current quotations. But while makers are booking forward without advance in price, the position entirely favors buyers. A similiar firmness is felt in linseed oil, which is offered for prompt delivery only at our quotations. An advance of 1c. per gallon has taken place this week. Turpentine is scarce, but the demand, except for varnish making, is light. The price at producing points still hardens. Steam refined seal oil is firm, with sales of 25-bbl. lots at 44¼c. The week's business is about the average, but spring booking is quite active. One large manufacturer, just returned from the maritime cities, reports business good down there.

WHITE LEAD—Best brands, Government

GREEN WIRE CLOTH

A good article is made of 33 steel wire, 12 mesh, finished with a good covering of a durable paint.

This is a description of the article made by us and there is none better; see that you get it.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.

ROLLING MILLS

. . *MONTREAL*

MERCHANT BAR IRON—

			BRAND
Best	Refined	Bar Iron	AVB
"	"	Rivet Iron	AVB
"	"	Horseshoe Iron	
Ex. Best	"	Bar Iron	AXB
"	"	Rivet Iron	AXB
"	"	Stay Bolt Iron	AXB
"	"	Hammered Iron	AHB
"	"	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Fishing Tackle.

TRADE MARK.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.

The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

standard, $5.37½ ; No. 1, $5.00 ; No. 2, $4.62½ ; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks ; kegs, $4.75.

RED LEAD—Firm ; casks, 4½c. ; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 7c.; No. 1, 6¼c.; No. 2, 5½c.

PUTTY—We quote : Bulk, $1.65 ; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 46c.; boiled, 49c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 51c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c ; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady ; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 47½c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — Quiet and unchanged. Resins $2.75 to $4.50, as to brand ; coal tar, $3 to $3.50 ; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

The hide market is quiet and prices are steady 7 to 9c. for beef, and 90c. for lambskins.

ASHES.

Receipts of ashes are coming in, and first pots sell at $3.40 to $3.50, and seconds, $3.15 to $3.20. Pearls are not quotable.

COAL.

Quiet as last quoted : Stove and chestnut, $5.75 ; egg, $5.50 ; Scotch grate, $6, delivered ex yard ; Scotch steam, $3.50 to $3.60 ex ship.

PETROLEUM.

In fair demand. We quote : Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities ; American prime white, 13½c.; water white, 15c., and astral, 16½c.

MONTREAL NOTES.

An advance of 1c. per gallon in linseed oil is predicted for next week.

Prices have been shaded for round lots of seal oil, but the jobbing range is maintained.

A paint manufacturer, who has just returned from the maritime provinces, reports business very good down there.

Large quantities of United States cordage are being sent into Canada and stored by American makers who desire to anticipate any possible changes in the duty during the next session of Parliament.

The sharp advance in the price of bar iron in the States is not expected to influence prices on Canadian bar iron in any way.

ONTARIO MARKETS.

TORONTO, Feb. 4, 1898.

HARDWARE.

TORONTO wholesale hardwaremen have been doing some business on Klondyke account during the past week, but business, generally speaking, is quiet. Quotations on barb wire have been withdrawn from the Toronto market by the manufacturers in the United States. Locally during the past week there has been a little doing in barb wire for prompt shipment. Plain wire is in a little better demand. Business in wire nails appears to be slightly better. A nice trade is being done in bolts. The demand for wringers is a little better than it was a week ago.

BARB WIRE—A few orders are being received for prompt shipment, which have been supplied from local manufacturers' stocks. The jobbing trade in Toronto have this week been informed of the withdrawal of quotations on United States barb wire. Jobbers are, however, still quoting for future delivery at $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE — Shipments from stock are small, but forward orders are still coming in freely. Discount on oiled and annealed, Canadian make, is 35 per cent., terms 4 months or 3 per cent. 30 days.

PLAIN WIRE—The demand for tinners' purposes has somewhat improved. Discount, 35 per cent.

WIRE NAILS—The manufacturers appear to be fairly well employed, and, although the jobbing trade is quiet, a slight improvement in the demand is to be noted. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS — Are still quiet. We quote: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS — Quiet and unchanged. Discount, 50 per cent.

HORSESHOES — Very little doing. We quote : Montreal, $3.25 ; Toronto and Hamilton, $3.35 ; London and Guelph, $3.40.

SCREWS — Trade is still good. Discounts are : Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10 ; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, discount head screws, 87½ and 10 per cent.

BOLTS—Quite a nice trade is being done, particularly in carriage, tire, and stove bolts. Discounts are : Common carriage bolts, 3-16, ¼, and 5-16, 70 per cent. ; do., ⅜ upward, 60 and 10 per cent. full square bolts, 70 and 10 per cent. ; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list ; hexagon, 5¼c., off the list.

RIVETS AND BURRS — Business con-

W. GORDON & CO.

SCALE MANUFACTURERS

587 St. Paul Street

Montreal

All kinds of Scales made and repaired.

Write for Catalogue.

TIRE TANTALIZERS

The "**Goodrich**" has for its friends its riders. Evidence is better than talk. Our Catalogue H is full of **facts.** Send for it

AMERICAN TIRE CO.
164 King St. W., Toronto

Why are Globe Files and Rasps

THE STANDARD ?

Because

They are made from high-grade Cast Steel
Are thoroughly tempered
Have sharp, strong teeth
Are durable and uniform

And are warranted to wear longer and cut faster than the different "fictitious" brands of American files which are sent into Canada, upon which the manufacturers refuse to stamp their names, or to guarantee as being first quality goods.

Any File or Rasp stamped "GLOBE" not proving satisfactory for the work for which it was intended will be replaced by the manufacturers immediately, who are located in the centre of the Dominion.

Prices always right—no duties to pay.

For sale by all prominent hardware dealers from Halifax, N.S., to Victoria, B.C.

Dentists' Files, Jewellers' Files, Tool Makers' Files, Bicycle Files, Mill Saw Files, Hand Saw Files, Railroad Files.

THE GLOBE FILE MFG. CO.

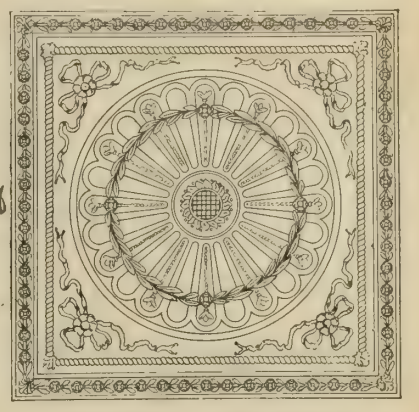
PORT HOPE, ONT.

They have "TALKING POINTS" innumerable.

Everything that has been said, or can be said, is in favor of our . . .

returned April 18/04 Cut Both 18 Page 11 Aus

Embossed Metal Ceilings



One Sample of 150 Designs.

They are being adopted in the best buildings of Canada, because they give permanent satisfaction—because they make the very handsomest and most durable interior finish to be had. Wood, plaster and paper are "out." Our panelled and embossed Metal Plates are not only more ornamental, but are also fire-proof—they don't crack or fall off, can't be disfigured by a leak, and don't need renewing every year.

They can be applied by any handy mechanic, as we furnish working drawings with explicit directions for each job. Are you handling our goods? You ought to be. Shall we send you our Catalogue with full information?

...Metallic Roofing Co., Limited, Toronto

tinues moderate. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—Trade is still quiet and featureless. We quote: Sisal, 7-16 in. and larger, 6⅝c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅝c.; 3-16 in., 8⅛c. Manilla, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8¾c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Business has been a little more satisfactory during the past week. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days

CLOTHES WRINGERS—The improved demand noted last week has been maintained. We quote: "New Leader," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS — Orders for forward delivery are still slow. Discount, 45 and 2½ per cent.

BUILDING PAPER—Business is moderate. We quote as follows: Plain building, 27 to 28c. per roll; tarred lining, 37 to 38c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

LEATHER BELTING — Trade is fair. We quote: Standard, 50 and 10 per cent.; extra, 50 per cent.

HINGES—Quiet. We quote as follows: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH—Forward orders are still being booked. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

CEMENT—Business is quiet at this season of the year, but dealers state that prospects for a good trade in the spring are very bright. Prices are unchanged. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

CUTLERY — Trade is quiet, as is usual at this time of the year. There is some demand for hunting knives for the Klondyke trade.

SPORTING GOODS—There are a few rifles, revolvers and shot guns being sold for the Klondyke trade.

METALS.

Business in bar iron is at last beginning to show signs of improvement. The same may be said in regard to hoop and band iron. Quotations are slightly lower on iron pipe, but prices are much as before in other lines.

PIG IRON — We quote Hamilton iron at the furnaces as follows: No. 1, $14; No. 2, $13.50; No. 3, $13. We quote United States iron on the track as follows: No. 1 foundry, $15.75; No. 2, $15.50; No. 3, $15.25.

BAR IRON—Trade has improved slightly, although very few large orders are being received. We quote: Base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON—Business is slightly better. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—The No. 1 quality has not been moving as well this week. The demand is principally for the No. 2 quality. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

Black Iron—This is now only virtually stocked in 26 and 28 gauges. Business is quiet. We quote : 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

Galvanized Iron — The orders being received are not for large quantities. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

Tinned Iron — Stocks are low in the standard gauges, but fresh shipments are expected within the next week or ten days. Quite a number of shipments are being made in small quantities, and for import a number of orders are being booked. We quote: Up to 20 gauge, $5.25 per 100 lbs.; 22 to 24 gauge, $5.75; 26 gauge, $6.25; 28 gauge, $6.75; special cut sizes, $4.50; extra large sizes, 6⅞ to 7⅝c. per lb.

Lead Pipe and Traps—Trade is quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 27½ per cent.; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

Pig Lead, Etc.—Outside a few transactions in large lots, trade is quiet. The outside markets are rather weak. We quote pig lead, in small lots, at 4 to 4⅛c., and bar at 4½c.

Shot — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

Ingot Tin—There is not a great deal being done. The market is easy, and statistics recenty adduced show an increase of 1,284 tons in the world's visible supply. We quote 16 to 16½c. for Lamb and Flag and Straits.

Ingot Copper—The outside markets are a little irregular. New York is steady and London rather easy. The visible supply shows a decline of 1,340 tons. We still quote 12 to 12¼c. per lb.

Sheathing Copper, Etc. — There is nothing new to note. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

Iron Pipe—Trade can only be said to be steady, while quotations are lower. We quote: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, $4 to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

Soil Pipe—Quiet, and discount is unchanged at 60 and 10 per cent.

Range Boilers—Trade is steady. Business is not practically confined to range boilers of United States manufacture. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates—Not much doing. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

Tin Plates—A fair trade is being done, principally in the heavier plates and the better quality. At the same time there has been a fair demand for coke plates. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

Terne Plates—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

Sheet Lead—Business is still fair, at 5½c. per lb.

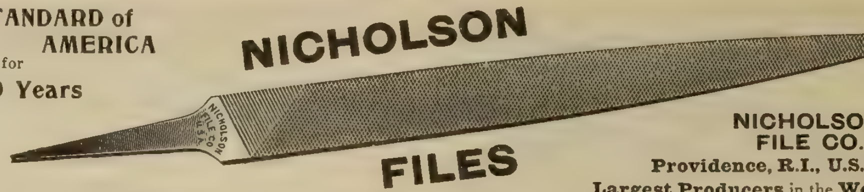
Coil Chain—Trade is moderate. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2 80; ¾ in., $2.75.

Sheet Zinc—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

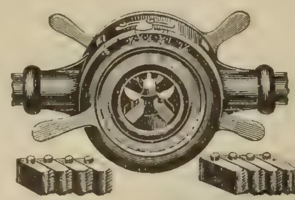
Solder—Not much doing. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

Antimony—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World


FOR PIPE.

In Stocks and Dies
there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A

FOR BOLTS.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

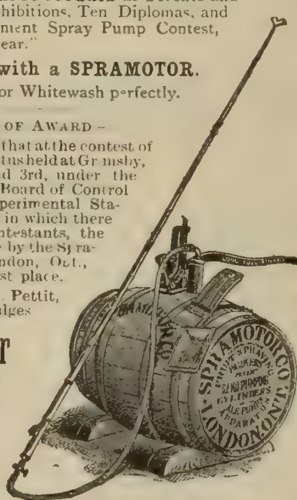
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

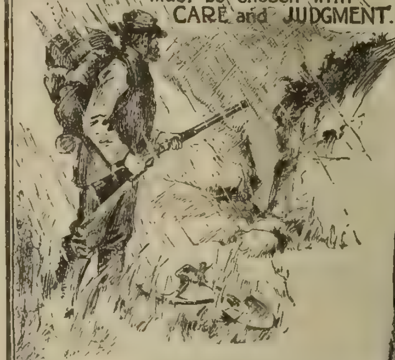
You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

Certificate of Award –
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges



Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

ARMS FOR THE KLONDIKE
Where Wet and Cold Prevail must be chosen with CARE and JUDGMENT.



Consider—if you can keep the wet out of your rifle it will not *rust* nor *freeze*. Only
Marlin Repeaters
have Solid Tops, shedding water like a duck's back. Our 197-page book (just out) tells all about them. Up-to-date information about powders, black and smokeless; proper sizes, quantities, how to load; hundreds of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations. All calibres 22 to 45; how to care for arms and 1,000 other things, including many trade secrets never before given to the public. *Free if you will send stamps for postage to*
The Marlin Firearms Co., New Haven, Ct.

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

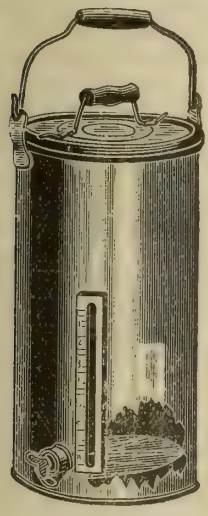
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.



Manufacturers of . . .

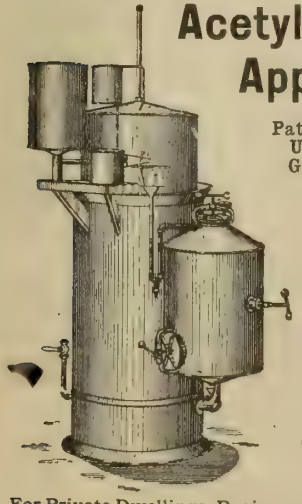
Creamer Can and Milk Can Fixtures

Bird Cages

Stamped, Retinned and Japanned Tinware

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus



Patented in Canada, United States and Great Britain

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light, Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

GLASS.

Import orders continue active, though it is probable more generous orders would be given if prices were lower. Prices are, however, firm. Present stocks are also firm as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4. Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS, OILS, ETC.

Business during January compared favorably with former years. The extremely cold and stormy weather of the past few weeks or so has somewhat impeded the steady flow of orders, which were coming in during that month. The train service in the west is now irregular, and travelers are experiencing great difficulty in covering their respective routes. Paris green is generally a "bonne bouche" with the salesmen at this time of the year to assist in coaxing the spring booking, but the selling prices are higher this year. The green is in few hands and firmly held at not unreasonable figures. Present prices will be considered low when once the demand starts in early spring, and, in the language of Wall street, the "shorts" will be caught badly. There is a good brisk enquiry for linseed oil and turpentine, and much firmness is anticipated in quotations, with every possibility of a higher range of values. Ground white lead is being booked for early spring shipment at the prices quoted elsewhere. Corroders are everwhelmed with orders, and the outlook points to a good trade from this forward. Dealers are perfectly safe in keeping their stocks well assorted, as we are assured that a rush of business is anticipated with the advent of fine weather that has never previously been experienced. A feature of the market which is very satisfactory to jobbers is that there has not been the tendency to cut prices which was so noticeable other years. As the prices are uniform, travelers find little difficulty in obtaining the figures given them to sell at. This is specially noticeable in the linseed oil trade. Red lead stocks are low, and prices for import are still high. Local prices run from $4.60 to $4.75 for casks. There is a good movement in prepared paints. Castor oil is sluggish during cold weather, as axles are not in fashion. The manufacturers of linseed oil have advanced prices 1½c., but jobbers have not yet followed suit. Quotations are unchanged as follows:

White Lead—Ex Toronto, we quote: Pure white lead, $5.50; No. 1, $5.12½; No 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

Red Lead—We quote: Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

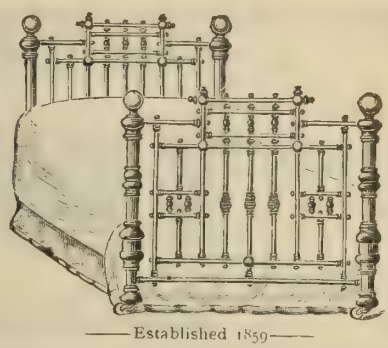
Paris White—We quote 90c.

Whiting—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

Gum Shellac—In cases, 22c.

Plaster Paris — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

Castor Oil —In cases, 10½c. per lb.



—Established 1859—

BRASS AND IRON BEDSTEADS

New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .

H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

-- 50th --

ANNIVERSARY!

ONEIDA COMMUNITY

1848! Limited 1898

S. Newhouse

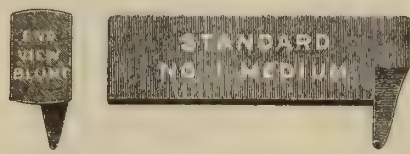
50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps

are sure to go and sure to hold.

Standard Steel Toe Calks



WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

Business is improving. Cast scrap iron and scrap pig lead are active. Wrought scrap is dull. Prices are unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—The market is active and prices firm. Steerhides have advanced ½c. per lb. We quote: Cowhides, No. 1, 9½c.; steerhides, No. 1, 10c.; No. 2, 9c.; No. 3, 8c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is active, with prices steady. We quote at $1.15 to $1.25.

WOOL—There is a steady demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

SEEDS.

Offerings of alsike are limited, with values ranging all the way from $2 to $5. Dealers are paying for prime to extra choice red clover, northern seed, $3.50 to $4, on board at point of shipment, and $3 to $3.50 for western seed. Timothy is moving more freely at $1 to $1.50 for machine threshed, and $1.75 to $2 for strictly choice to fancy bright unhulled flail-threshed seed.

COAL.

The demand for small sizes of coal is so much in excess of supplies, both in the city and at wholesale supply stations, that a scarcity of these grades is threatened. This will have a tendency to increase prices. We quote: Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46; stove, $4.46; chestnut, $4.46, net tons.

PETROLEUM.

Business continues steady. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Quotations on iron pipe are lower.

The Gurney Foundry Co., Limited, Toronto, has resumed operations, after having been closed down for stock-taking.

Work has been commenced on the new building at No. 80 Bay street, Toronto, which C. Bailey, agent for Jessop's steel, is to occupy.

J. H. Buchanan, formerly of Galt, has purchased the hardware business and stock of W. C. McLeod, hardware, etc., Woodstock. He took possession a few days ago. HARDWARE AND METAL wishes Mr. Buchanan success.

The Canadian crushers have advanced the price of linseed oil 1c. per gallon. In the United States prices are much higher, and in England there has been an appreciation of 2c. per gallon. So far the jobbers in Toronto and the west have made no change, but it is only a question of time before they will if present prices are maintained.

The annual meeting of the Toronto Lead and Color Co., Limited. was held at their works, Leslie street, Toronto, last Saturday. There was a large attendance of shareholders, and a most satisfactory report was presented. To meet the wishes of a number of their customers it was decided to import a stock of window glass and extend the business in this direction.

MANITOBA MARKETS.

WINNIPEG, Jan. 31, 1898.

THE hardware trade is quiet and steady along staple lines, with nothing of interest or importance to report. Preparations are going forward on an extensive scale for the bonspiel, which opens on Februrary 6. The largest number of rinks yet known will be in attendance. Very low railway rates have been secured, and many country merchants take this opportunity for buying spring stock. February is a great month for conventions, and there are no less than eight scheduled for Winnipeg for February. The first is that of the western retail lumber dealers, who meet here on Feb. 9 for their seventh annual meeting. This organization has a membership, active and honorary, of 164. Immediately following this there is the annual convention and show of the Manitoba Poultry Association. Then the Dairy Association, followed by the Pure Bred Stock, Sheep and Swine and Horticultural Associations. All these associations are generously accorded the use of the city council chamber to hold their sessions.

A special experiment or test of cream separators was made at the Government dairy school the other day. There were five machines entered. The results have not been declared, but will prove interesting reading when they come, as there is as much rivalry among separator agents as there is amongst implement men. By the way, John Abel & Sons, the threshing machine men, have just opened a branch office here.

Mr. J. Y. Griffin, of the J. Y. Griffin pork packing house, has just returned from Chicago and New York, and reports that his new American freezing plant will be installed ready for operation on April 1.

The manufacture of tin cans has a little boom on here just at present, as quite a number of supplies for the Klondyke trade are being put up here, as well as local brands of coffee and spice.

There is no change in the price since last writing.

Barb wire, 100 lbs.		$2 50
Plain twist wire and staples		3 00
Oiled annealed wire	10	2 80
"	11	2 90
"	12	3 00
"	13	3 15
"	14	3 30
"	15	3 65

Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
" 6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 50
" 20 to 40	2 55
" 10 to 16	2 60
" 8	2 65
" 6	2 70
" 4	2 95
" 3	3 20
" 3 fine	3 50
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	$4 15
Snow shoes	4 40
Steel, light	4 40
" extra light	6 00
Bar and band iron, $2.10 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 00
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	7 25
" ⅜	7 75
" ¼ and 5-16	8 25
Manilla, 7-16 and larger	8 50
" ⅜	9 50
" ¼ and 5-16	9 50
Cotton, all sizes, lb	15
Axes, per box	$5.50 to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb	25c.
Spades and shovels	40 p.c.
Harvest tools	60 to 60-10 p.c.
Axe handles, turned, second growth, hickory, doz	2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.c.
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Eley's 12 gauge, M	16 00
American, M	16 20
Robin Hood, M	18 00
Shot, ordinary, per 100 lbs	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed	70 and 30 p.c.
Granite ware, according to quality.	50 to 60 p.c.

PERSONAL MENTION.

Mr. L. H. Gaudry, dealer in plumbers' supplies, Quebec, is in Toronto on business.

That Boar's Head

The head of a boar and the name "Boeckh" unite to form a Trade Mark that we want to make familiar for its honesty of purpose, where good Brushes are concerned—Brushes for Painters especially, because of the high quality of the bristles used. We have an illustrated book on Brushes—it is yours for a post card.

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

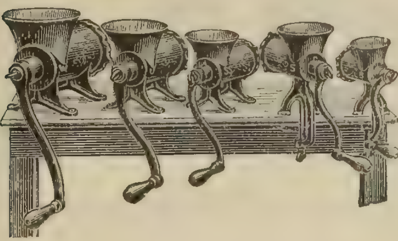
Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director.

FRESH STOCK JUST RECEIVED.

OF THE FAMOUS



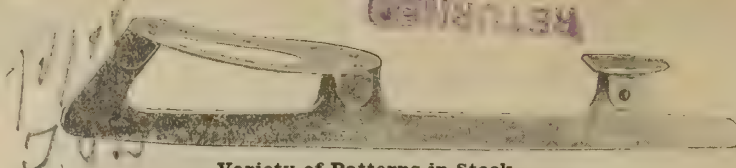
Alexanderwerk Meat Choppers

Last longer and cut cleaner than any others. . . .

Wood, Vallance & Co.

HAMILTON

HALIFAX AND HOCKEY SKATES



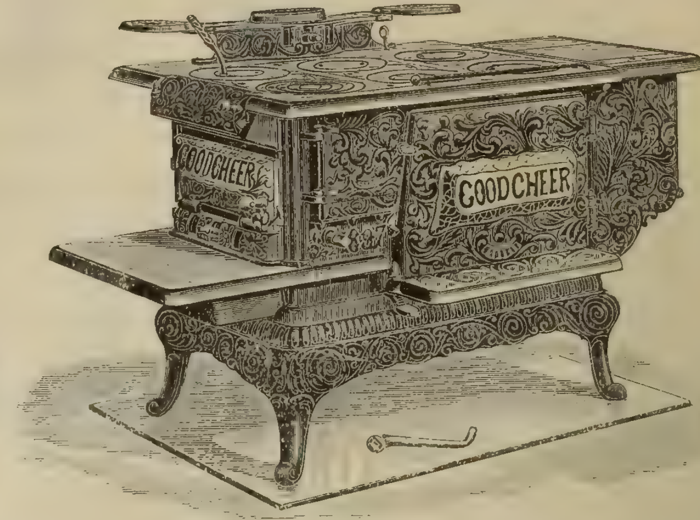
Variety of Patterns in Stock.

LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, MONTREAL.

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere.

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

UNITED STATES MARKETS.

NEW YORK, Feb. 3, 1898.

PIG TIN.—There is quite as good trade with consumers as could reasonably be expected, considering the adverse weather influences in several sections where the consumption is ordinarily the heaviest, and prices are well maintained in the absence of any unfavorable movement in the foreign market, or other than merely fair importations. Five-ton lots are bringing 13.85 to 13.90c, free on board, and relatively as good prices in smaller quantities. The shipments from Singapore during the half of January were heavy, amounting to 2,825 tons, including 1,100 tons to the United States, 1,000 tons to England and 725 tons to the Continent. The shipments for the entire month amounted to 4,535 tons, against 3,120 tons last year. Despite the liberal movement forward deliveries are offered quite as reservedly as is spot stock, and in the London market futures are still at a considerable premium.

COPPER.—The main features of the market are the same as those that have prevailed for a week or more and values are holding remarkably firm, in the face of the fact that the production is above the average for the season. Lake Superior ingot is held at 11c.; electrolytic bars, etc., at 10¾ to 10⅞c., and casting stock at 10 to 10¾c. for good brands. Without the heavy export movement, however, it is extremely doubtful if the market would show as good tone. London cables quoted somewhat higher on merchant bars, but reflected only tame speculative business.

PIG LEAD—The continued dullness of the market has led to somewhat increased effort to sell. Along with the fact that consumers are still very indifferent, this has weakened values somewhat, and about 200 tons were sold at 3.55c. Single carloads were obtainable at only slight advance on that price. London cables were unchanged, quoting £12 8s. 9d. for soft Spanish.

SPELTER—A fair business only is taking place, and the demand in this quarter is without visible improvement. Prices hold fairly steady, however, at about 3.90 to 4c. for western prime. London cables were steady, quoting £17 8s. 9d. for good merchant brands.

ANTIMONY—The market is rather quiet, but prices are steady, at 7¼ to 8¼c., as to quantity and brands.

TIN PLATE—Dealings are still on a moderate scale and the demand is tame, large buyers having pretty well covered their near future wants. Prices are quoted unchanged and barely steady.

IRON AND STEEL—There is nothing in the way of unusual business or demand at this point in any branch of the market, and sellers repeat prices that have been quoted for some time past.

"If there be anything in the world I hate," said the proud plutocrat, "it is being patronized." "There's nothing I like better," said his acquaintance, who keeps the corner grocery.—Detroit Free Press.

REMEMBERED THE BRIDEGROOM.

Mr. W. Frank Coote, chief accountant of the Canada Screw Co., Hamilton, was married on Tuesday, Jan. 25, the anniversary of his mother's wedding day, to Miss Esther Louise Mealey. Mr. Coote is popular with his fellow-employes, and prior to the marriage the members of the office staff assembled in the office of the general manager, Mr. Cyrus A. Birge, and presented the intended bridegroom with a purse of gold. In addition to this, each member of the staff made a personal present to Mr. Coote of an article, which, while not at present useful, may be so later on. The purse was presented on behalf of the employes by Mr. Alfred E. Mountain. Mr. and Mrs. Coote passed through Toronto on their honeymoon trip. HARDWARE AND METAL tenders congratulations.

A REMARKABLE CONTRIVANCE.

Professors Callendar and Nicholson, of McGill University, have invented a contrivance by which they are enabled to experiment and investigate what takes place inside the cylinder of a steam engine. The discoveries they have made are attracting a good deal of attention. A paper by these gentlemen has just been presented to the English institution of civil engineers, dealing with the whole theory underlying the working of the steam engine.

COMMERCIAL TRAVELLERS.

WANTED A TRAVELLER IN CARRIAGE OR other hardware to introduce in Ontario an article which would not interfere with his main line of business: liberal commission given. Address, Box T, HARDWARE AND METAL. (6)

FOR SALE.

FOR SALE—HARDWARE BUSINESS, BEST stand in the location; includes Shelf Hardware, Paints and Oils, Glass, Granite Ware, Tinware, Brushes, Woodenware, full set Tinsmiths' Tools and Fixtures, from $5,000 to $6,000 in all; this advertisement will not appear again, and only prompt reply will be noticed. Address, Box 9, HARDWARE AND METAL. (6)

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for North Bay Wharf," will be received at this office until Monday the 21st day of February next, inclusively, for the construction of a wharf at North Bay, Nipissing District Ont., according to a plan and specification to be seen at the offices of the Town Clerk, North Bay, and H. A. Gray, engineer in charge harbor and river works, Ontario, Confederation Life Building, Toronto, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for one thousand five hundred dollars ($1,500 00), must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, 31st January, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (8)

Gold Scales

— FOR —

KLONDIKE

LAMPLOUGH & McNAUGHTON

MONTREAL.

If you want the straightest and most durable **Rawhide Whips** in the market, order our

Napoleon and Monarch

WHIPS

Every Whip Guaranteed.

Patented and made only by . . .

HAMILTON WHIP CO.

119, 121, 123 Mary St., HAMILTON.

Cheap Whips of Every Style.

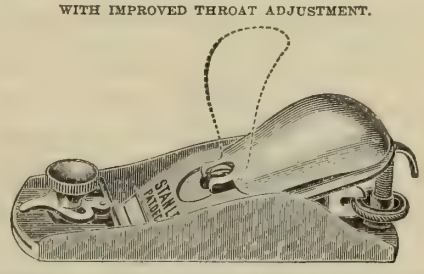
IMPROVED
Labor-Saving
CARPENTERS' TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

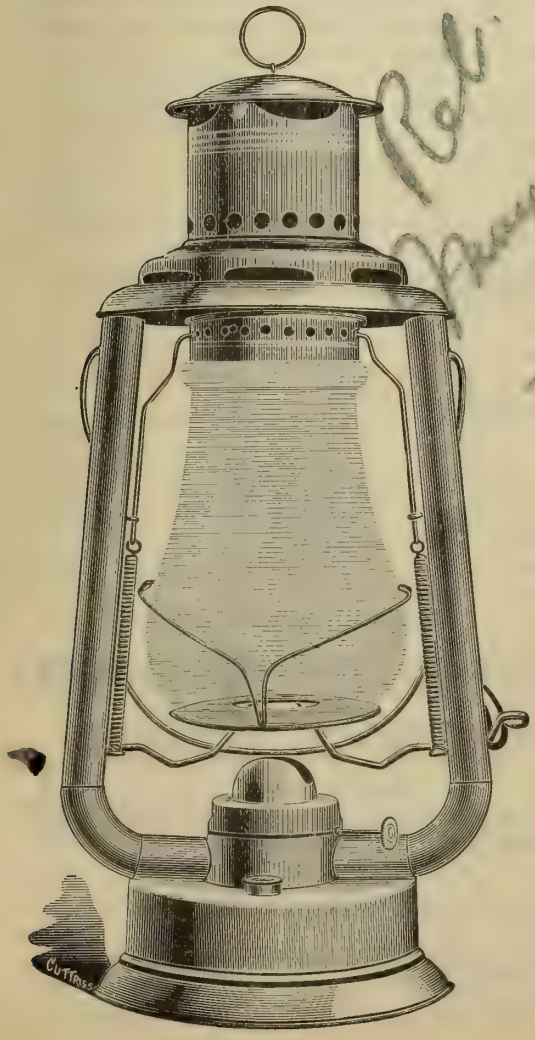
Stanley's Knuckle-Joint Block Plane.

WITH IMPROVED THROAT ADJUSTMENT.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.

No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter.. $1 75



THE

Ontario Lantern Co.

HAMILTON, ONT.

Manufacturers of . . . .

Royal Cold Blast Safety Tubular Lanterns
Climax Safety Tubular Lanterns
Klondike Safety Tubular Lanterns
Banner Lamp Burners
Do. do. (With Patent Extinguisher)
Incandescent Gas Burners (Latest Patterns)

Special Sheet Brass Goods Made to Order.

Walter Grose

Sole Selling Agent

MONTREAL

Plumber and Steam-Fitter

A PLUMBER'S INTERESTING SPEECH

THE master plumbers of Peoria, Ill., recently had a banquet, and the following is the speech of the toastmaster, Mr. John O'Neill, jr. :

"Brothers, master plumbers, and sympathizers, I presume I may so term our honored guests, we have laid aside our business cares and bottled up that restless energy with which we ever pursue the elusive contract (and some of us) the festive bird, to hold a few hours' sweet communion. If this affair proves a success, as no doubt it will, we should make it such an annual that we would afterwards hit a pipe and try to dream of a hotter time in the old town than we had that night.

"But seriously, this is a good thing, and gives us all a chance to see a side of each others nature that is always out of sight in the field of competition. It is a time-honored custom of the human family to indulge in festivities of this kind on the slightest provocation, and sometimes without any provocation whatever, always attended with success, as shown by this exception, which proves the rule. All the ills that human flesh is heir to, are said to date from the first banquet of which there is any authentic account, where father Adam and mother Eve played star engagements as the revelers, and a sour apple was the single item on the menu.

"All great events in history were either started off or wound up by a feast. The highest tribute paid to soldiers, sailors, or scholars, is by the banquet route. Queen Cleopatra and King Arthur were both royal entertainers and famous for their spreads. The Queen is said to have dissolved her finest pearl in a glass of vinegar and quaffed the liquor at a gulp.

"It must be distinctly understood that no such capers will be tolerated here this evening.

"Plumbers were on earth long before either of these celebrities ever thought of living high, and are supposed to control the bulk of the world's wealth ; but who ever heard of a plumber with a reputation as a feeding entertainer or even going any stronger than a free lunch with a tip for the cloth, such as we indulged in on the occasion of Studer's initiation. We must hew to the line, let the chips fall where they may. Johnny Hooker's digesting apparatus was in good working order and he had the thing down fine when he wrote :

We may live without poetry, music and art,
We may live without conscience and live without heart ;
We may live without friends, we may live without books,
But civilized man cannot live without cooks.
We may live without books, what is knowledge but grieving ?
We may live without hope, what is hope but deceiving ?
We may live without love, what is passion but pining ?
But where is the man that can live without dining ?

"Speaking about tracing back to the first plumber, C. Boyd Studer, that eminent authority, in his great work, says : 'Confucius was undoubtedly the first plumber, he having hit the pipe in a joint in China about 500 B.C.'

"The oldest plumbing establishment in history, or out of it for that matter, was discovered about ten years ago in excavating at Pompeii. Lead pipe and brass cocks, similar to those in use at the present time, were unearthed, also a copper bath tub without the wood casing, and the same size and shape as the enameled tubs of to-day. This tub is now on exhibition in the Field museum, Chicago. The sign above the door of this historical plumbing shop was R. A. Errion, proving that the original Errion's were Dagos, and not Tarriers as is generally supposed.

"The third oldest plumber on record is the Honorable James McGlynn, of Peoria, Ill., one of the guests of the evening. May his shadow never grow less until he has been with us a good deal longer than he has been ferninst us. Gentlemen, let's drink to his health and give three cheers for Jimmy McGlynn."

THE PLUMBER IN THE KLONDYKE.

There will be some great rejoicing in the land of shining gold,
It will be a happy meeting when they're added to the fold ;
There'll be "hot times in the old town," for they will not do a thing,
When the gay and festive plumber reaches Klondyke in the spring.

He will call and see an owner, tell him what he ought to do,
Show him how to save some money, he has ideas that are new ;
He'll put bath tubs in the churches, he will join the choir and sing,
When the gay and festive plumber reaches Klondyke in the spring.

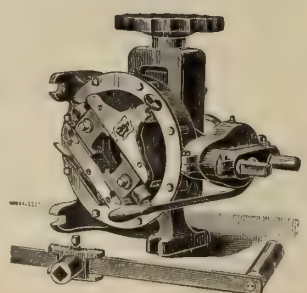
They will form a plumbers' union on a scale both grand and bold,
They will put their resolutions in a frame of shining gold ;
They'll have faucets, traps and trimmings, with the yellow metal ring,
When the enterprising plumber reaches Klondyke in the spring.
They will have new transportation that is sure to be a boom,
They will bring in their provisions to the Klondyke by balloon,
They will live in modern houses and will not omit a thing,
When the enterprising plumber reaches Klondyke in the spring.
They will put in gas and water, they will have electric lights,
They will have a court of justice, so that all may have their rights,
You can talk to Dawson City when you hear the 'phone bell ring
When the enterprising plumber reaches Klondyke in the spring.
It will be a model city, all equipped in modern style,

ARMSTRONG PIPE THREADING

AND **CUTTING-OFF MACHINES**

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.



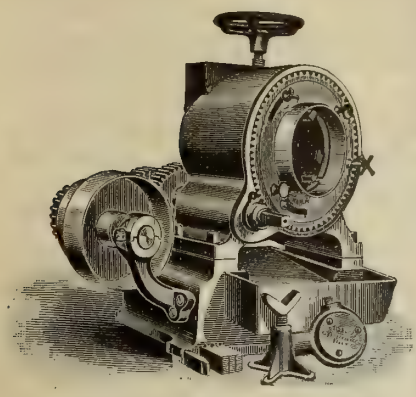
New No. 0 Threading Machine.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office :
139 Centre Street

Bridgeport, Conn.



No. 78 Hand or Power Pipe Cutting and Threading Machine.
Range 2½ to 4 inch. R. R.

CURTIS & CURTIS No. 23 Garden St. Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

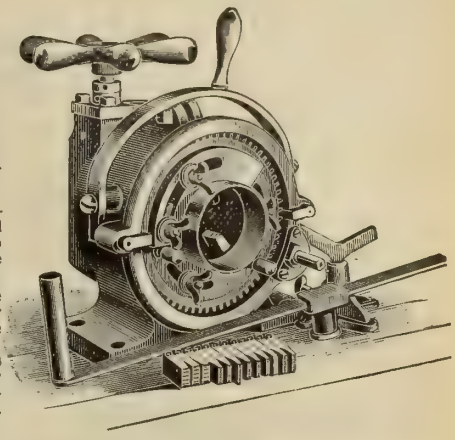
OUR HAND MACHINES are the only portable hand machines in the market with which **one** man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from ⅛ to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 30 Hand Pipe Cutting and Threading Machine.
Range ¼—2 inch. R. & L.

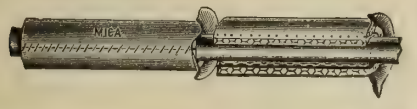
T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Hardware, Plumbers' and Bicycle Specialties.

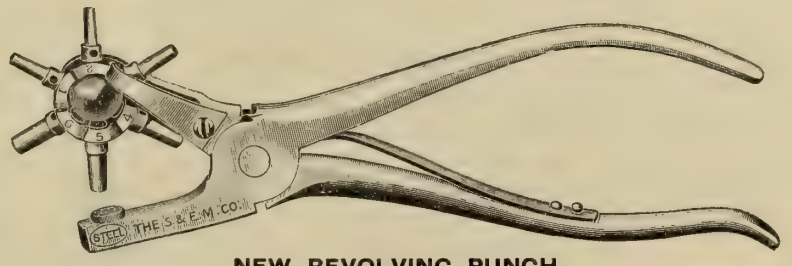
OUR GOODS ARE WELL KNOWN IN CANADA

No. 4

1898

CATALOGUE

Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

Police and firemen of the best on duty all the while;
There'll be telegraphic stations, quite a necessary thing,
When the enterprising plumber reaches Klondyke in the spring.

They will have electric railways on a life protecting plan,
They will give you speed and comfort, as a plumber surely can;
You'll get two rides for a nickel, it will be an easy thing,
When the calculating plumber reaches Klondyke in the spring.

There will be a transformation of the Klondyke as they stand,
They will make the weary traveler think he found the promised land,
You will find both peace and comfort, and glad tidings he will bring,
When the sanitary plumber reaches Klondyke in the spring.

W. H. DUGDALE.

PLUMBING AND HEATING NOTES.

The Trail Plumbing Co., Trail, B.C., have dissolved.

The Brantford council is considering the advisability of securing a municipal plant for lighting that city.

The St. Thomas, Ont., waterworks yielded that city a surplus of $9,404 during 1897. The number of services in use is 2,078.

F. M. Griffin intends to erect at the corner of Talbot and Railway streets, St. Thomas, a two-storey building, 72 x 65 feet. It will cost $10,000.

The apprentices of J. H. Gardner & Bro., of Montreal, challenge the apprentices of any other plumbing establishment in Montreal to play them a game of hockey.

The drawings for the proposed palace hotel in Toronto have been completed. There are to be 400 rooms, and all the latest requisites of a first-class hotel, such as Turkish baths, band stands, etc., are included in the plans.

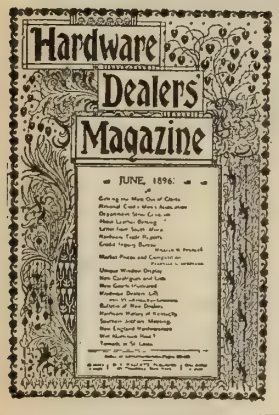
The MacPherson Fruit Co., Winnipeg, have let the contract for the construction of a new warehouse on Main street, to have 25 feet frontage and a depth of 99 feet, and will be three storeys high. The cost will be about $10,000.

Building permits have been issued in

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.



ONE DOLLAR A YEAR
★
Sample Copy Free
★
D. T. Mallett
Publisher
271 Broadway
New York

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

Toronto for a three-storey brick school building for Havergal Ladies' College, 356 Jarvis street, to cost $35,000, and for a brick and stone dwelling for Caleb Evans, corner of St. George street and Lowther avenue, to cost $8,000.

A FUNNY MIX UP.

SOME plumbing journals in the United States are in the habit of extracting plumbing items from HARDWARE AND METAL. That is quite agreeable, but when doing so they should be careful to spell names as we spell them. Lately one of these journals, in reproducing an article from our columns, changes the name of the firm, Fiddes & Hogarth, Toronto, to Fiddles & Hoggles. Whether it was with a desire to perpetrate a joke on this well-known plumbing firm or not, such a change is not preferred by them, and we would request contemporaries not to repeat the offence.

PLUMBING AND HEATING CONTRACTS.

The Bennett & Wright Co., Limited, Toronto, have the contract for the plumbing and hot water heating for a house for C. Stark, Rosedale.

Fiddes & Hogarth, Toronto, have the contracts for the plumbing of four stores on King street east, and for the plumbing of a factory at the King street subway.

Guest & Co., Toronto, have the contract for the plumbing and gas-fitting of a store on King street. They are also building an organ motor for St. Jerome college, Berlin, Ont.

U. S. PIG IRON PRODUCTION.

The total production of pig iron in the United States for 1897, as shown by complete returns received from manufacturers by the American Iron and Steel Association, was 9,652,680 tons, an increase of 1,029,553 tons as compared with 1896.

The production of basic pig iron for 1897 was 556,391 tons, distributed as follows: New York and New Jersey, 79,041 tons; Pennsylvania, 350,068 tons; Maryland, Virginia and Alabama, 97,562 tons; and Ohio, Illinois, Wisconsin and Missouri, 29,720 tons. The production of Bessemer pig iron in 1897 was 5,795,584 tons, against 4,654,955 tons in 1896, an increase of 1,140,629 tons. The production of charcoal pig iron in 1897 was 255,211 tons, against 310,244 tons in 1896, a decrease of 55,033 tons.

The merchants of Windsor have been making a protest against the practice of allowing smallwares to come in without payment of customs duty. People go across to Detroit for a day's shopping and the evasion is an easy matter. The Customs officers at that point have been given orders to let nothing pass without payment of duty.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing. Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

THOS. FIRTH & SONS, Limited, SHEFFIELD

APPREHENDING THAT OUR SECOND QUALITY STEEL MAY HAVE BEEN SOLD AS BEING OUR FIRST QUALITY, OR **THOMAS FIRTH & SONS' WARRANTED BEST CAST STEEL,** WE HAVE HERE GIVEN A FAC-SIMILE OF THE LABELS THAT SHOULD BE ON EACH BAR, AND WOULD ASK THAT THE BRAND BE SPECIFIED IN EACH CASE WHEN ORDERING.

Our first quality is labelled

THOS. FIRTH & SONS' WARRANTED BEST **CAST STEEL,** MADE EXPRESSLY FOR

This has been the **Standard Steel** for uniformity and durability in **Canada** and the **United States** for about **50 years**, for use in fine grades of Machinists' Tools, Twist Drills, Taps, Punches, Reamers, Dies, Chisels, Granite and Stone Cutter Tools, Mining Drills in Gold and Silver Mines, and for all purposes where the best quality of Steel is required.

Our second quality is labelled

FIRTH'S WARRANTED CAST STEEL, Made Expressly for

and represents our Second Grade of Steel where the work required is not so severe, and for many purposes where a cheaper Steel than our Best Quality may be used.

JAMES HUTTON & CO., MONTREAL.

Agents for Canada.

"NEW PROCESS" BLUE FLAME OIL STOVE.

Early in the season of 1896 the Thomas Davidson Manufacturing Co., Limited, Montreal, introduced the "New Process" blue flame oil stove in Canada. Experience has demonstrated it to be all they claimed for it. In the crucial test of everyday use it has proven a complete success, doing its work perfectly and quickly, and with the utmost economy and safety. It is at the same time clean, odorless and convenient, handsome in design and finish.

While the principle of burning has remained the same, having been perfect from the first, there have been from time to time many new and valuable features embodied in its construction. The wick lock attachment has been improved, having an automatic attachment, which prevents wick being turned too high, or accidentally beyond control of the wick raiser. The same movement, which lowers the wick automatically, raises the chimney, preventing flowing of oil over the part, thus avoiding all odor and smoke at time of next lighting, and remaining in this position until lowered by lever. The inner perforated circle of drum is made of aluminum bronze, which is heat and rust proof. On lower edge of this drum a band of perforated steel is joined, breaking circuit of heat, and preventing over-heating of wick tube. The chimneys and tanks are made of highly polished brass. Tanks are shipped detached to prevent straining of seams in transit, thus avoiding possible leaks.

Generous supplies of neat and novel advertising matter are sent to dealers, which shall prove trade-getters. The firm's travelers are now out with samples, and the trade will do well to examine the merits of this stove before closing their contracts for the season.

THE LATE R. D. HAMILTON.

The funeral of the late R. D. Hamilton, of Peterboro', to whose sudden death we made reference last week, took place on Friday, and was one of the largest seen in that locality for many years. As testifying to the high esteem in which the deceased was held, the following well-known representatives of the hardware and kindred trades were present: Herbert Robinson, McClary Manufacturing Co., Toronto; David Price, Frothingham & Workman, Montreal; A. Betton, the James Morrison Manufacturing Co., Toronto; R. B. Coulson, Dominion Wire Manufacturing Co., Montreal; Geo. McQuillan, James Robertson Manufacturing Co., Toronto; R. Macpherson, Toronto, and Alex. Bertram, Toronto.

PATENT REPORT.

Below will be found a complete report of patents granted, last week, to inventors of articles appertaining to hardware, by the United States Government. This report is specially prepared for this paper by Marion & Marion, solicitors of patents and experts; head office, Temple Building, Montreal: Nos. 597,986—H. Kohlmyer, dust pan; 597,973—D. A. Green, cash register; 597,768—W. R. Gluyas, can opener; 598,065—W. Gregson, rotary can opener; 597,976—A. C. Hansen, cash register; 597,917—E. D. Smith, recording door lock; 598,010—F. Y. Russell, door check and closer; 597,881—A. J. Johnston, door check; 597,958—D. R. Cotner, ice tongs; 597,918—F. M. Snook, ice-cream freezer; 597,982—C. W. Hubbard, nut lock; 597,748—N. R. Shults, locking bolt.

BRUSHES
BRUSHES
BRUSHES

DO NOT BUY till you see our

NEW LINES

Our Travellers will call on you shortly, in ample time to supply your wants

..For Spring Trade

MEAKINS & CO.
313 St. Paul St.
MONTREAL

MEAKINS & SONS
King St. East
HAMILTON

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, Proprietors.

Executive Offices

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

CURRENT MARKET QUOTATIONS.

Feb. 4, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	..	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base...	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs / " 14x60, " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 55
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"		1 90
inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	..	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $2.00; ½ inch, $2.35; ¾ inch, $2.87; 1 inch, $3.87; 1¼ inch, $5.10; 1½ inch, $6.38; 2 inch, $9.25 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 24 gauge	....	0 03⅞
26 "	....	0 04⅛
28 "	....	0 04⅝

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08¼

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 75
No. 3 do	4 37
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon..	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt ..	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb..	....	0 10
" Umber, " " ..	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color. per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	2J

Sulphate of Copper.

Casks, for spraying, per lb	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 81
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-l . tins, 4 in c se	2 15
12½-lb. tins, 8 in case	2 30

Quotations f o.b. Toronto—1' c. per 100 ibs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	0 45	0 46
Boiled, per gal. net	0 48	0 49

Outside points 2c. more than above figures.

Turpentine.

1 to 4 barrels, net	...	0 50

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lots	....	0 10½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
...ultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 50
Belgium "	2 35
Canadian hydraulic	1 10

Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.)		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¼
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern "M" brand	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal " 15
Myst c Metal " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d 2 25
6 and 7d 2 15
8 and 9d 2 00
10 and 12d 1 95
16 and 20d 1 90
30, 40, 50 and 60d. (base) 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto) 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz 2 25 3 30

PENCILS.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L. $ 50 00
No. 38 Hand Machine, range 1½ to 4 100 00
No. 56 Hand Machine, range 2½ to 6 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.). 50 to 50 and 5 p c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co.,dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set 0 00 0 72
" hollow, per inch 0 00 1 00

RAIL.

Barn door, per foot 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage. Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6⅞	7¾
⅜ in	7⅛	8¼
¼ and 5-16 in.	7⅞	8¾
Cotton	15	17
Russia Deep Sea		13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set 0 62½ 1 00
" N.P., per set 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire 0 60 0 90

SASH CORD.

Per lb 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen 0 70
"Empire," McMillan & Haynes, per ft 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
frame only 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... ....
Door, per doz ....

SCREW DRIVERS.

Sargent's per doz 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz 2 30 2 45
" black 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb 0 09 0 09
Labrador " 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 0 00 1 50
Water-of-Ayr " 0 00 0 10
Scythe, per gross 3 50 5 00
Grind. per ton 15 00 18 00

Stove Polish.

No. 4—3 dozen in case $4 50
No. 6—3 dozen in case 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks
Copper tacks ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers 10
" " in bulk 15
" " solid heads, in bulk 60
Saddle nails in papers 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman s, each ^ 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped. dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb ....
Wrapping, mottled. per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off revised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 1 80
Galvanized, 4 barb, 4 and 6 inches apart 1 80
Galvanized, plain twist, all: delv'd ....
Plain twist ....
Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard. dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer. each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

Henderson & Potts

NOVA SCOTIA PAINT AND VARNISH WORKS

HALIFAX, N.S., and 747 Craig St., MONTREAL

Japanese Enamels—for artistic decorative work and for baths—a great variety of Tints and Colors.

Carriage Gloss Paints—Easily applied—Dry quickly with a brilliant gloss—Eight beautiful shades.

Farmers' Waggon Paints—Ready for use in six different shades—Require no varnishing.

Cycle Enamels—Made with best hard drying varnish—Quick drying and durable.

Anchor Handy Varnishes in Lever Top Tins in three sizes—a great variety.

STAR

HACK SAWS
BUTCHER SAWS
BRACKET SAWS

THE STAR HACK SAW

Has a file temper and one 5-cent blade will do more work than $1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO. 93 Reade Street NEW YORK

"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

---

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize.
Gold Medal at Atlanta, 1895

WE WANT TO HEAR.

WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

It's Very Dangerous

to offer a man a substitute for

ROBERTSON'S

PURE PREPARED PAINTS

as "something just as good," because, everyone knows that nothing else can be as good. They will go further and do better work, both outside and indoor, than any others on the market. Let us have your orders at once.

The JAMES ROBERTSON CO. Limited

263-285 King Street West, Toronto

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

SPECIAL BICYCLE EDITION---SEASON 1898.

Canadian Hardware and Metal Merchant

VOL. X. MONTREAL AND TORONTO. FEBRUARY 12, 1898. NO. 7.

THE MACLEAN PUBLISHING CO. LTD. MONTREAL & TORONTO

Wolff-American Cycles.
High Art

LEAD THE LEADERS

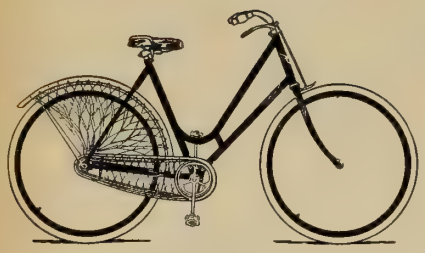
Special Model $90.00

Standard Model $70.00

Sold under one nameplate.
Alike in quality; different in detail.

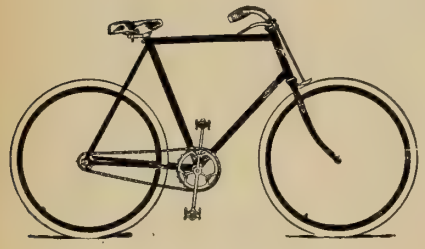
R. H. WOLFF & CO.
Limited
NEW YORK
P O. Box 366, Montreal.

Rambler



Light Roadster

$70.00



Medium Roadster

"QUITE THE THING." IT IS GOOD FORM TO

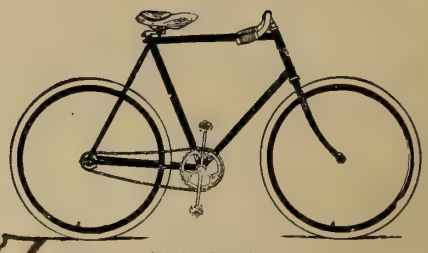
Ride a Rambler BICYCLE

"STYLISH"
"EASY RUNNING"
"HIGHEST GRADE MADE"

Nine Different Models

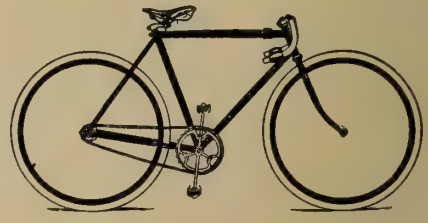
GORMULLY AND JEFFERY MFG. CO. CHICAGO

Bertram, Wilson & Co. Toronto



Light Roadster

$70.00



Road Racer

HARDWARE MEN WANTING A GOOD AGENCY, WITH COMPLETE LINE, CAN HAVE IT BY PUSHING RAMBLERS AND IDEALS.

Ideal

Bicycles

THE MAKERS OF THESE WHEELS HAVE NINETEEN YEARS' EXPERIENCE BEHIND THEM. THE EXPERIMENTING PERIOD HAS PASSED.

Shelby Cycle Mfg. Co.
Shelby, Ohio.

SPECIFICATION OF IDEALS

A handsome flush-joint wheel, 1¾ inch seamless steel tubing. D-shaped rear forks and braces, new oval forged crown, nickeled, large hubs with ball retainers and felt washers. Two-piece cranks, detachable by loosening binding nut on sprocket side.

Model 21. $50.00

WE HAVE
Six Models
IN ...

Youths' and Misses'
Boys' and Girls'
Juveniles'

IDEAL

Bertram, Wilson & Co.

Iron, Steel, Hardware and Bicycles . . .

TORONTO, ONT.

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, FEBRUARY 12, 1898 | No. 7

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

STANDARD
FOR
FIVE CONTINENTS
WHAT ?
Galvanized Iron

MANUFACTURED BY
JOHN LYSAGHT, LIMITED,
Bristol and Montreal
CANADA.
MAKERS OF "QUEEN'S HEAD."

The Largest Radiator Manufacturers Under The British Flag.

FAMOUS ALL OVER THE WORLD

When ordering Radiators, insist on having

"SAFFORD"
PATENT SCREWED NIPPLE
"RADIATORS"

For heating by Hot Water and Steam. They enjoy the distinction of being the only Radiators made in Canada without Bolts or Packing, and cannot leak.

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

OUR

Bicycle Sundries

CATALOGUE

Is now ready for distribution. If you have not received a copy, write for one. . . . . .

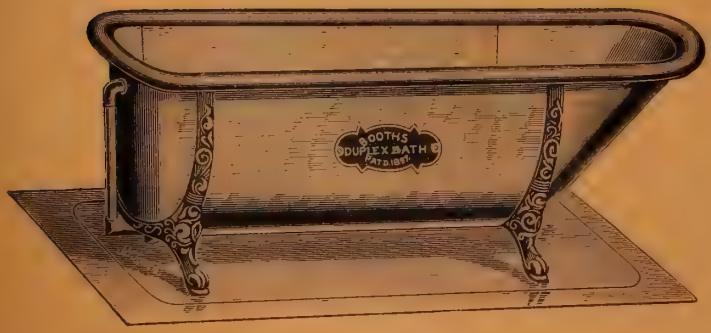
RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00



LIBERAL DISCOUNT TO TRADE.

The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

OUR

Milk Can Trimmings

Are Used by the Largest Dealers and Best Mechanics

Because we have an assortment that will meet the views of all their customers. We can supply either **Convex or Concave Bottoms.**

Our Trimmings are all **Retinned.**

We have 3/8-inch space for wedging body of Can into Bottom.

All Hoops are "**Shouldered**" and **Notched** at lap to give an even thickness to turn top of Can over, the same as previous years.

Our Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker Hoop, **which does not require an Inside Hoop**, and can, therefore, be sold cheaper than the Broad Hoop Trimming.

Tinned Iron stock for all sizes always kept on hand.

KEMP MANUFACTURING CO.

Toronto, Canada

1898 **PHOENIX BICYCLE** 1898

EQUAL TO THE BEST.

Note the new features in . . . **Forks, Cranks and Bearings.**

There are still a few towns open for the apppointment of agents.

WRITE FOR DESCRIPTIVE CATALOGUES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

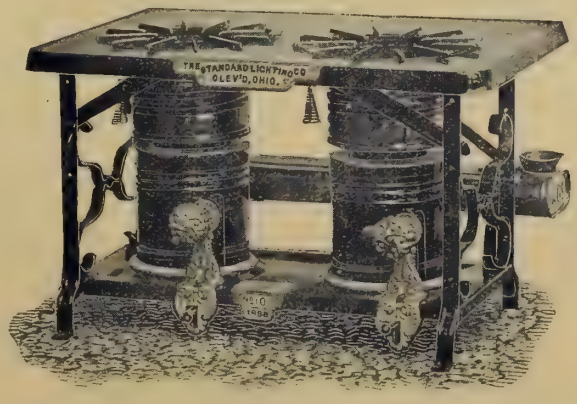
SOLE AGENTS FOR PROVINCE OF ONTARIO.

The "New Process" Blue Flame Oil Stove

FOR 1898---NEWER, BRIGHTER, BETTER THAN EVER.

MADE IN TWELVE SIZES AND STYLES.

Experience has demonstrated The "New Process" Blue Flame Oil Stove to be all that we claimed for it. In the crucial test of everyday use, it has proven a complete **Success,** doing the work perfectly and with safety. Clean, odorless and economical. The handsomest and most perfect stove on the **market.**



SPECIAL NOVEL ADVERTISING MATTER SUPPLIED.

Its Special Features are:

An automatic device preventing wick being turned too high or beyond **control** of wick **raiser.** The same movement which **lowers** wick, raises chimney, preventing oil spreading and causing odor at next lighting. Inner perforated cylinder of **drum** made of Aluminum **Bronze,** being heat and rust proof. Chimneys and tanks of highly polished **Brass.**

PERFORMANCE PERFECT. PRICE LOW. BEST FINISH.

SEE TRAVELLERS SAMPLES AND PRICES BEFORE BUYING.

The Thos. Davidson Mfg. Co., Limited, - Montreal, Que.

WE WANT YOU TO KNOW

That we have once more arranged with the Ringer Stove Co., for the Canadian Agency for their famous

Quick Meal
Blue Flame
Oil and Gasoline Stoves

Though these lines have been noted in past years for their unrivalled excellence, they have been still further improved for '98, and we invite the trade to reserve all orders till they have seen our catalogue, giving full details of these justly renowned, quick selling goods. **Write us about them.**

The Gurney Foundry Co., Limited, Toronto.

The GURNEY-MASSEY CO. Limited, MONTREAL.

DO YOU TRADE WITH FARMERS ?

INDURATED FIBREWARE is now used on all well-equipped farms.

Farmers find it the best all-round ware for the Farm, Dairy and Household.

All hardware storekeepers cultivating the farmers' trade should be supplied with a full line of Indurated Fibreware. Send for prices, terms and discounts.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, FEBRUARY 12, 1898 No. 7

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

FUTURE OF THE BICYCLE TRADE.

THE all-absorbing question at the present time among bicycle manufacturers is: Where is the business going to land? Some are of the opinion that bicycles will, before long, be handled similarly to the sewing machine business at the present time. By their ideas we will see a man and rig traveling the country with a load of wheels, going from house to house enquiring if any one of the family is open for a purchase.

This idea may work well for, say six months in the year, but the poor agent cannot live for twelve months on six month's earnings, which he would have to do unless he found other employment.

When we take into consideration the small profits wheels are going to be sold at from now on, we cannot see any other place as suitable for the selling of bicycles as the local hardware store.

Of course, some will say the selling of wheels from door to door has been in vogue in the Old Country for the last three or four years. We grant it, but do our roads compare with the Old Country roads? Does our weather compare with Old Country weather? These are the two vital points which are against similar operations in Canada, for in England they are in a position to use wheels all the year round, and it is possible for the agent to sell as many wheels in January as in July.

We do not pretend to be prophets, but the business is bound to be, and is already in a great many places, done by the hardware man, and it will be the fault of himself in not pushing the trade if it is handled similar to the sewing machine business in England. But he must consider before adding this branch that it is vastly different to selling shelf hardware, and must be pushed to overcome the heavy opposition which will arise.

If a prospector comes in to look at your wheels in stock and says he is only looking around, show them to the best of your ability, explaining all the good points in their construction, and quote him your prices, but do not let him rest at that, but mail him your catalogue; also keep in correspondence with him if in no other way than post cards. If you are a rider, take your own wheel over and allow him to try it himself. Let him see you are interested in him and it will be found a profitable department at the end of the year.

HIGH AND LOW GRADE WHEELS.

THE experience of some riders during the past season affords certain room for criticism in reference to the 1898 cycle trade.

During the past season agents and buyers had became disgusted with the so-called cheap lines of bicycles foisted upon them by some manufactures, and long before summer passed the inevitable reaction had come.

Judging from the opinion of the agent and buyer alike, they point to an increased demand for the high grade wheel for the season of 1898.

Of course, it is granted that there will be plenty of medium grade bicycles on the market, which will give good satisfaction, as well as there will be machines purchased at ruinously low retail prices, which cannot be condemned. On the contrary, a number of these same machines have been thoroughly well constructed, and have only come upon the market through the failure of the makers. This naturally will be the retailer's opportunity.

There are lots of wheels in use to-day, purchased at bargain prices, that show exceptional value, but for one instance of this sort, there are hundreds of cases where a wheel bought in such a manner is constantly giving the owner trouble and occupying space in the repair shop. Nor is there any reason why this should be otherwise. The man who buys a bargain-price bicycle has no right to complain if he finds he has invested in a valueless article.

It is true that it is not altogether the fault of the public; it has listened to the state-

ments of the daily newspapers regarding the cost of high grade wheels until it has begun to believe there were thousands in the manufacture of wheels, and the advice of experience has been unheeded.

It will be granted cheap prices on bicycles are alluring, but the man who invested in a so called "high grade" bicycle from the department store, will let out the greatest wail imaginable when his first bill comes in from the bicycle repair man ; yet, while he naturally feels indignant over his experience, in ninety-nine cases out of a hundred he has the cycling fever so bad that he will not give up wheeling, and this means that he will be more careful when again buying.

There is no doubt as to the great increase in cycling among people generally, and, even based upon the sales of 1897, there should and will be a corresponding ratio of increase for 1898. This being the case the question resolves itself into a very simple mathematical problem. It is sincerely hoped that high grade wheels will abound more in 1898 than they did in 1897, and that the maker and seller thereof will earn that living profit which accrues from legitimate business.

To be sure the live agent will endeavor to secure the best make that will not only sell, but also remain sold, giving satisfaction to the purchaser. He certainly realizes that a poorly-constructed, cheap machine is dear at any price and while the irresponsible agent and dealer is in business but for one season, and may continue to handle a cheap machine, the reliable agent is going to maintain the reputation which he has built up in the past by good goods carefully built and honestly sold.

WANT CEMENT IMMEDIATELY.

It is an unusual thing for Ontario buyers to place orders for cement in Montreal at this time of the year, and demand delivery of this bulky material in any large quantity before navigation opens. Yet it has been done this week, western buyers placing orders for 1,000 barrel lots of English cement, and ordering it to be delivered in March.

From this it is argued that some people want cement up west, and it is likely that the information contained in last week's Hardware and Metal may lead to further orders, as there have been several other enquiries.

BRIGHT BICYCLE PROSPECTS.

IN the opinion of the leading cycle dealers of Canada the outlook for a profitable and successful business during the coming season is bright.

A Hardware and Metal man has interviewed a large number of the leading men in the trade, and they are unanimously of the opinion that the conditions never looked brighter. A local branch manager, one of the best informed men in the local trade, expressed himself as follows : "The cycle business has passed that period when, the first of every season, every city and town produces its number of indiscreet investors, who think that all that is necessary is to invest their money in the retail bicycle business and reap a harvest at the end of the season. But that class of investor finds, after one or two seasons of indiscreet advertising and throwing in part of their store with every machine sold, that they have lost on their original investment, have a lot of second-hand bicycles worth ten cents on the dollar, and if their accounts are straight with the manufacturer who sold them goods, their bank account is not a large one ; and in consequence of the results of these experiences, the foolhardy investors for 1898 will be few and far between. The experience of the manufacturers, which has resulted so disastrously up to the present time, will corroborate, to a great degree, the fact that the retailer could not have gotten much if the manufacturer failed. Hence, credits will be looked up more carefully by the manufacturer, and, with the larger cash discount and a smaller margin on the goods extended to the retailer by the manufacturer, the ultimate result will force both to do business more strictly in accordance with good business principles."

The 1898 models in the high-priced machines show great improvement over the 1897. The rider will not expect to be treated as he has been in the past, and will find that he will receive the same consideration that he does when he visits his shoe dealer or his dry goods dealer, and it is natural that in the end the retailer, who has heretofore given away sundries (an extra tire occasionally) will now protect himself and thereby stop one of the biggest illegitimate expenses in the business.

Be liberal : do not charge for a thing you should not, but get money for everything that leaves your store, and at the end of the season of 1898 you will find you owe less money with better credit and a business built on a substantial basis.

UNITED STATES COIL CHAIN.

IN a reference to importations of United States coil chain the other week, an error was made. It was stated that ¼-inch chain cost $3.25, laid down. The price in question did not apply to ¼-inch, but to 5-16 exact.

The best price, so far, quoted on ¼-inch chain in Montreal, allowing for duty and freight, would mean about $5 on the cars in Montreal, and the price on English ¼-inch chain is lower, for, as the rate of duty increases as the chain grows smaller, the preference of ⅛c. allowed to the English article becomes a matter of direct influence. For 5-16, ⅜, 7-16, ½, 9-16, ⅝, ¾, ⅞ and 1-inch, etc., however, the quotations on American chain are away below the English, the decrease in the duty on these larger sizes, and the lower prices quoted, offsetting the ⅛ preference.

THE WINTER STORAGE SCHEME.

Winter storage for bicycles has been tried in Canada, but has not been altogether successful. This country appears rather slow to adopt innovations, and the winter storage plan, notwithstanding the accruing convenience and advantage to the rider, is still too new to commend itself to the average cyclist.

It is curious to note the wide variance in charges for storage made by various dealers, their prices ranging all the way from 50c. a month, on a three months' contract, to $2.50 per month.

The dealer making the latter charge, permits the rider to take his machine out and ride it as often as he wishes, and cleans it up for him before hanging it up again. If he stores the bicycle steadily from month to month, a discount of from 20 to 40 per cent. off these rates can be obtained.

Some firms, of course, have a large number of wheels stored, and no doubt find it a profitable business.

THE ISSUE IS BUSINESS.

GOOD government does not depend upon the success of any one of the two great political parties which exist in Canada. It depends upon the character of the rank and file of the men who are sent as representatives from the different constituencies.

The Government itself is in reality a committee of management selected from the great body of representatives elected by the people. And, unless the great body of representatives be wisely and well chosen, it is not possible to get a good Government. If the source of the stream be impure it is not to be expected that the main body will be pure.

Less than three weeks from now the people of Ontario will be called upon to elect representatives to the Provincial Legislature. The opportunity will not come to them for another four years. And it behooves them to exercise well their franchise.

The business men of the province should be particularly interested in getting good representatives. Bad representatives mean bad government, whether it be Liberal or Conservative in complexion, and bad government is in turn a bad thing for the business interests of the country.

Representative government is still on its trial. So far the evidence has not been as strongly in its favor as it was anticipated it would be. And the reason, forsooth, is that the men sent to the various representative institutions have not as a rule been fitted for the positions they have been sent to fill.

Men do not gather figs from thistles nor grapes from thorns. And here we have been sending professional men to the Senate, to the Dominion Parliament, and to the Provincial Legislatures who were rich in party trickery and poor in business common sense; deeply concerned about the welfare of party and unconcerned about the welfare of country when it clashed with party exigencies. How could good results be expected under such conditions?

The business men of this country owe nothing to party, Conservative or Liberal. Politicians are politicians. Their names may be different; but there is no dissimilarity in their methods.

If there is a debt owing by any one it is by the politicians, and the creditors are the business men of the country who have suffered because of their mismanagement and their ignorance of the duties entailed upon them.

The principles which underlie the management of a mercantile or manufacturing establishment should underlie the management of the affairs of a country. But too often they are the very opposite.

In an ordinary business the concern of the head of each department is for the interests of his employer. He lays out every penny with the hope that it will return other pennies. His staff of assistants he assays to keep to the minimum point without impairing its efficiency.

The concern, too often, of those ministers who are at the head of departments in governments, both provincial and federal, is not how few assistants commensurate with public welfare they can get along with, but how many they can crowd in without stirring up the indignation of the public.

The Ontario Legislature, just dissolved, was composed of 94 members. Out of this number only 17 were merchants, while there were 38 farmers, 14 lawyers, 7 doctors, 5 journalists, 5 lumbermen and 8 miscellaneous. In the cabinet itself the proportion of lawyers is much larger than it is in the House: Out of seven ministers five are disciples of Blackstone.

The farmers and lawyers between them comprise over 55 per cent. of the whole. And we all know that farmers, as a rule, array themselves against wise business legislation, because they believe business men to be cumberers of the ground and little, if any, better than robbers, while lawyers are about as impracticable a class of men as one could meet. They know something about law, but they know nothing about business.

HARDWARE AND METAL does not advocate a legislature for business men; but it does advocate a legislature of men endowed with business common sense.

The management of a province is as much a business matter as is the management of a grocery, hardware, dry goods or any other kind of business. If we delegate this duty to farmers, lawyers and other descriptions of professional men we cannot expect efficient and economical administrations.

Put the farmer in the field, the lawyer in the court room, the doctor in the sick room, but delegate business to business men.

If the business men of Ontario will exercise their influence on behalf of and vote for business men the next Ontario Legislature will contain much better material than did its predecessor.

Never mind whether this or that candidate be a Liberal or a Conservative. The crucial point should be, has he good business ability. If he has, vote for him.

There should not be any qualms of conscience about sacrificing party feeling. No great party questions are at stake. Protection or Free Trade are no more an issue than the Corn Laws. If there be an issue it is Business, and business men ought to have strength enough to clear themselves from party influence and vote that ticket.

TENDENCY OF WHITE LEAD PRICES.

"I believe that pound lead products have got to advance," said a maker in Montreal this week, "unless the price of dry lead declines."

He went on to say that his raw material dry lead cost, on the inside, 3¾c., and that the nett cost of manufacture for white lead was, at the least, $4.50 to $4.75. Present prices, therefore, left them very little margin, and an advance would be quite natural.

BIG SPROCKET WHEELS.

Many catchy novelties are seen in this year's bicycle construction. One is struck by the immense size of the front sprocket wheels used by some manufacturers. Yet the Canadians have not gone to the extremes that several foreign makers have. One French manufacturer shows a machine with sprocket wheels up to about two feet in diameter. In another machine there appears to be very little difference between the size of the sprockets and the road wheels.

THE OFFICE STAFF DINE.

The office staff hockey clubs of the E. B. Eddy Co., Limited, Hull, Que., held their annual dinner on Saturday evening, in the Victoria hotel, Aylmer, Que. The menu, a copy of which has been received by HARDWARE AND METAL, is artistic and tasty. It is printed in gold, on plain white blotting paper, with a front and back cover of rough fibre paper, black in color, with the printing on the front cover in gold.

THE GUARANTEE CUT DOWN.

IT is noted that the National Board of Trade of Cycle Manufacturers of the United States have unanimously resolved to cut down the guarantee for 1898 from six months to 60 days, and we may expect similar action by the Canadian makers.

There is perhaps no branch of trade which has been more abused than the bicycle guarantee.

The guarantee was originally introduced to satisfy the purchasers that the article he was buying was free from flaws or imperfect material, and he was given one year to find out if such was the case.

It at once became convenient to construe this into meaning that it was an agreement upon the part of the maker to keep the bicycle in repair no matter whether the injury may have occurred from imperfect material or from the most careless accident. In fact, we have seen riders deliberately abusing their bicycle, and, when remonstrated with, have made answer that it would cost them nothing as it was guaranteed. Riders, therefore, have only themselves to blame for the united action on the part of the makers, who have thus learned from experience the injustice of the yearly guarantee, and it took but little to induce them to cut it down to a more reasonable length of time.

We feel satisfied that their action will meet with the approval of the sensible and reasonable class of people, but a protest may be expected from shiftless riders who have been accustomed to make the manufacturers pay for the result of carelessness.

It is to be hoped the manufacturers and dealers will have backbone enough to live up to the new rule, and not be guilty of extending the guarantee from policy or fear of ill-feeling.

The tire-maker will probably be benefited more from the curtailed guarantee than any one else, for during the past few years tires have been replaced ad libitum, and excessive prices were originally charged with this object in view. The tire-makers have in this way been able to repair their tires gratis, and well they might, but they have had a very bad effect upon the repair shops, for why should a repairer in some country town be asked to repair the frame or wheel of a bicycle which has been injured in an accident while the tire is removed by the owner and sent off to the maker to be repaired free of charge?

The bicycle manufacturers of Canada should adopt the 60-day guarantee, and then unite and agree to use only the tires made by such makers as do away with free repairs. By this means riders would handle their wheels more carefully, and repairs would fall into the proper channels.

NEW STEEL TEMPERING PROCESS.

Wheel, one of the best authorities on cycling, says that a new process has been discovered in tempering steel. The article to be tempered is first treated in a charcoal fire, and after being thoroughly rubbed with ordinary washing soap, is heated to a cherry red. In this state it is quickly plunged into petroleum. Ignition of the petroleum need not be feared, but, of course, a naked flame must not be too near. It is said that parts hardened by this method show no cracks, do not warp at all, and after hardening remain nearly white, so that they can be finished without any cleaning or grinding.

AN IMPROVED TOOL BAG.

A great many of the manufacturers are paying more attention to the tool bag this year than formerly. One firm is placing on the market a bag of perfect waterproof quality, the flap being arranged to well overlap the sides and prevent the entrance of wet at any point, while a roll of cloth, inside and neatly fastened to the bag, in which tools can be rolled, does away with the rattling noise which is often so irritating. This bag will have a large sale this season, owing, no doubt, to its completeness.

A MOTOR BED-CHAMBER.

The latest improvement in the vehicular line has just been completed by a Frenchman in the shape of an auto-motor carriage which can in five minutes be converted into a regular bed-chamber fully furnished with all necessary appliances for a sound and safe sleep, including an automatic burglar alarm. This, before long, will be one of the necessities for a trip to Klondyke, and should sell well—if it is all it is claimed to be.

SMALL MANUFACTURERS.

Bicycle manufacturers are by no means idle at this season of the year, although we have snow enough to prevent the general use of the steel steed.

All are arranging for the spring business. A large number of manufacturers have started up the last few years, both in the city and in small towns. Most of them have done well, but, we are sorry to say, some have not.

Many of these manufacturers were formerly agents, and have gone into the manufacturing for themselves, as they can buy parts for any machine and put them together. They gained a large patronage from their local friends, through the idea that if anything went wrong with their wheel during the riding season they would prevent the unpleasant duty of waiting for repairs if they had bought an imported mount.

Wheels thus turned out by these so-called small manufacturers have given universa satisfaction, which will, of course, help these makers wonderfully, next season, as regards sales.

CANADIAN WHEELS IN FAVOR.

From reports the Canadian bicycle must stand high in the favor of foreign riders.

There was hardly a week in January but large shipments were made from Toronto to Australian and European ports. The principal firms doing this business are H. A. Lozier & Co., Massey-Harris Co., and Gendron Manufacturing Co.

It is estimated that over $150,000 worth of bicycles were shipped from Toronto in January.

NO BLATANT TRUMPETING.

The day when blatant trumpeting and sounding of cymbals were required for selling cycles has passed away—let us hope forever.

Unhampered by extraneous expenses, the good agent with a good bicycle can look forward to pleasant prospects. The time has now arrived when intelligence, hard work, conscientious methods and the right kind of bicycles triumph, while good fellowship, flaring of torches and slapping on the back as aids to success have fallen into decay.

Put your shoulder to the wheel, and if you represent a good manufacturer a steady trade is assured.

THE CRIMINAL LENIENCY OF CREDITORS.

DOLLARS make cowards of us all. Men fail in business regarding whose dishonesty there is no question. The evidence as to fraud is not even circumstantial. It is positive. And yet creditors draw the curtain around it as if they were the guilty instead of being the victims of the guilty.

There have been lately some of the most flagrant cases of dishonesty. Emboldened by their previous fraudulent actions, men have clearly planned, apparently without any attempt to cover their tracks, to rob their creditors, but not a hand has been laid upon them.

This leniency on the part of creditors is not born of any desire to throw their cloak to those who have robbed them of their coat. Rather it is dollars which have made them cowards.

It costs dollars to carry a case into court, and it is better that the biggest rogue born should be allowed to escape punishment and again be permitted to continue in business than that they should get a few cents on the dollar less.

From a dollar and cents point of view this may be all right, but from a moral point of view it is all wrong.

If one man sees another commit a crime and assists by his silence, or in some more practical way, the perpetrator of it to escape, he is considered an accessory after the fact and punished accordingly.

But it appears to be a horse of another color when it comes to dealing with debtors who deliberately rob their creditors.

The man who deliberately robs his creditors is no less a criminal than the man who breaks into his neighbor's house and steals his goods.

The present loose method of dealing with fraudulent debtors is a premium upon dishonesty. And not only that, but it helps dishonest men to go back to business and repeat the operation of knifing honest merchants who pay one hundred cents on the dollar.

Where fraud is obvious, it is the duty of creditors to assist the law in placing those guilty thereof behind prison bars, instead of behind their own counters again. And the results would, in the long run, be beneficial to the creditors themselves, as well as to those merchants who would be protected from the competition of dishonorable men.

THE SHERWIN-WILLIAMS PAINT

Is made for painting buildings—for painting them in the best way it's possible to paint them. It's made to withstand the hard exposure they are subject to—the rain, and the sleet and the hot sun.

It will withstand these destructive elements better than any other kind of paint, no matter what it's made of, or how it's made.

It will do this and keep its good appearance longer than any other paint. The cost is reasonable for the results obtained.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

THE BINDER TWINE QUESTION.

WHETHER or no the Dominion Government receives with favor the petition of the binder twine men asking for the re-imposition of a duty on this article, the Canadian market for the ensuing season is likely to be supplied pretty fully by United States made product.

Not anticipating any immediate attempt to induce the Government to put binder twine back upon the dutiable list jobbers in Canada have placed large orders for the United States made article. Now, fearing there is a possibility of the prayer of the petitioners being granted, they are hurrying shipments forward in order to ensure themselves against any loss. It seems that some of the manufacturers in the United States are also consigning lots to this country for the same reason.

In view of the present condition of affairs, the Consumers' Cordage Co. is this season only making about 10 per cent of its usual output, while the Continental Binder Twine works at Brantford closed down for the same reason.

The Government may not be able to consistently restore binder twine to the dutiable list, but there is one thing it could consistently do: it could discontinue the manufacture of binder twine at the Kingston Penitentiary. This it should do.

At the last session of the Dominion Parliament legislation was carried through as a part of the Tariff Act prohibiting the importation of prison made goods of any kind. But what is sauce for the goose is not sauce for the gander in this particular: merchants must not import goods made in foreign prisons, but they are encouraged to buy and sell goods made in Canadian prisons. This is straining at a gnat and swallowing a camel sure enough.

The authorities of Paris, in passing a law preventing the leaving of bicycles standing in the streets or on the sidewalk, are to be commended. The law provides that they must be taken inside under all circumstances.

BICYCLE GEARS FOR 1898.

By R. D.

WHEN we run over the last few years in the history of the bicycle we find an infinite number of improvements made in its construction, which show its vast superiority over the old safety bicycle of a decade or two ago, which was then given the name of safety to distinguish it from that antique object, the high wheel, or, as it is called to-day, the "bone shaker." In filing the patent papers on this notorious safety bicycle which has made the world feel, from north to south and from east to west, its enthusiastic praises, both for pleasure and business purposes, it was just the statement in the patent papers concerning this so-called connecting mechanism, the chain, which was the one main fact that caused the difference between the safety bicycle and the high wheel, and, therefore, the means by which it was made patentable; that is, not exactly the chain itself, but that the arrangement of parts was such that the cranks were not on the same shaft as the driving wheel (as is the arrangement in the high wheel), but being two different shafts and requiring some means of transmitting the power given by the rider's feet from one shaft to the other, for which the chain has been so long used.

The name safety, as applied to this form of bicycle, was given on account of not being so lofty as the high wheel, and, therefore, greatly lessening the rider's danger of injuring himself if he had a fall. As to the inventor of the safety bicycle, it would be rather bold to express a decided opinion on the subject, as there are no small number who have claimed to be the originators of

Figure 1

this wonderful machine, but suffice it to say that during all the years the safety bicycle has been used, and of all the improvements that have been applied to its construction up to the present, the chain still holds the lead and is universally used as the means of connecting those two previously mentioned shafts, and transmitting the power from one to the other. And as it is reported that several of the world's leading bicycle manufacturers are going to place on the market chainless bicycles, it would hardly be right for Canada's leading hardware paper, HARDWARE AND METAL, to let such an astounding fact pass without putting before its readers some of the most probable

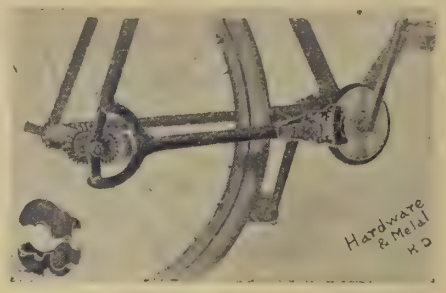


Figure 2.

methods to be used as a substitute for the chain in the 1898 trade.

The chain has for a long time held its own, and until recently many had thought it was equal to any attack. But, owing to the persistent efforts of the bicycle manufacturers and many private individuals, this end has been at last accomplished to a limited extent, if even only to make the 1898 bicycle different from that on the market in 1897.

To anyone at all familiar with machine design it was an evident fact that there was no part of the bicycle that required improvement more than the chain, if only owing to the fact that it is the most important part of the machine, and, therefore, should not be defective. When you look upon the many disadvantages which have to be encountered when it is used, such as the difficulty in properly cleaning and lubricating, and on account of its liability to fracture in one of its many joints, and, lastly, of its being, from a mechanical point of view, about the most extravagant means of transmitting power, with, perhaps, the exception of worm gear or screw wheels, one expresses surprise that it has been used for so long a period. But, of course, the average chain used in ordinary designed machinery is not as well designed nor as exactly constructed as the chains used for bicycle driving, which certainly makes a large difference, as the most carefully made bicycle chains have been known to transmit 98 per cent. of efficiency, but, owing to the unprotected state of the chain of the bicycle, it has been found that what would be called ordinarily a fairly clean chain is less efficient by 3 per cent. than the same chain when carefully cleaned and lubricated, which would bring its ordinary riding efficiency down to about 95 per cent.

Those of our readers who have read Mr. Russell Stone's interesting account entitled the "Columbia Chainless," in McClure's Magazine for November, have, perhaps, noticed his assertion: "As a matter of fact it has been found that, all things being equal, bevel gearing is slightly more efficient than spur gearing." This is not correct, as from the official figures the best spur gears gave 98.6 per cent., while bevel gears gave 98 per cent. of efficiency; and, in fact, there is no method of transmitting power more efficiently a short distance than by means of spur gears, or, in other words, the ordinary cogwheel.

In order to apply the spur gear to the bicycle it would be necessary to have three spur or cogwheels, one on crank shaft, one on driving or back wheel shaft, and one idler pivoted on a pin which is attached rigidly to one of the tubes running from crank hanger to back wheel hub. By this arrangement any desired gear could be obtained, according to the relative size of the two end spur wheels, as with the chain and sprockets. The necessity in using three spur gears is on account of the motions of two spur gears in contact being in different directions, and by adding another spur gear it brings the motion in the same direction as it was at first. That is, it is necessary for the pedals to move in the same direction as the driving or back wheel.

In Figure 1 we show a cut of Mr. Frank Starbuck, mounted on his spur geared bicycle upon which he defeated the little champion, Mr. J. Michael, which helps to show the efficiency of the spur gear. Mr. Starbuck's bicycle is the only one, to my knowledge, that has the spur gear practically applied and has given very satisfactory results. As to its efficiency, it would be 98.6 per cent. of 98.6 per cent., or 97.2 per cent. It would weigh considerably lighter than the chain and sprockets, and be exposed to the same amount of dirt and dust, but would

Figure 4.

not suffer so much loss in consequence. It would be just as much in the way as the chain, but much easier to adjust, and running considerably less noisily, easier to clean and needing much less oiling, and therefore suffering less from dust.

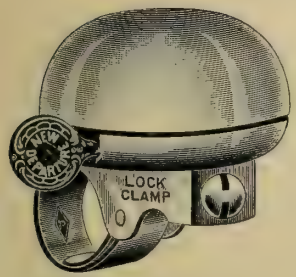
In Figure 2 is illustrated the application of the bevel gear to the Columbia bicycle,

H. S. HOWLAND, SONS & CO.

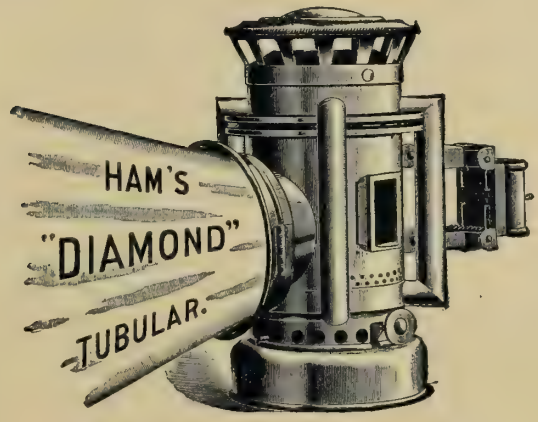
Wholesale Hardware Merchants

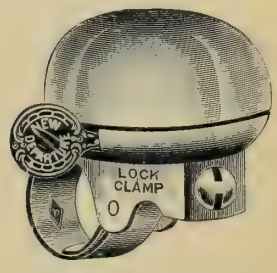
37 Front Street West, ***Toronto***

1898 Bicycle Sundries 1898

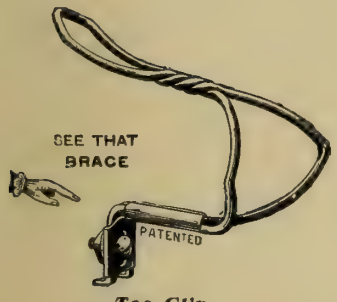


Pattern D. No. 6 1-2.





Pattern E. No. 9 1-2.

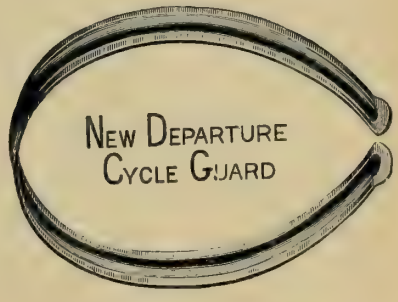


Toe Clip.

Saddles
Pumps
Chain Lubricant

Cyclometer, No. 3.

Wrenches
Brackets
Oil, Etc.



Automatic.

Tire Cement.

H. S. HOWLAND, SONS & CO.

TORONTO

WHOLESALE ONLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES ARE RIGHT.

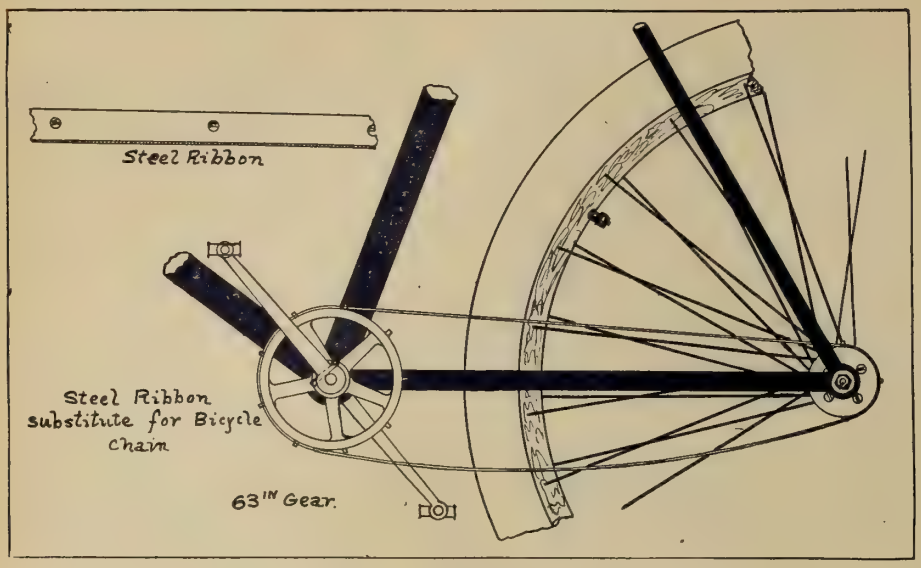


Figure 3.

manufactured by the Pope Manufacturing Co., of Hartford, Conn., but as far as I can see it is almost identical with the design brought out by the Wanderer Bicycle Co., Toronto, Ont., in 1894, with the exception of perhaps a little finishing, but the idea and connections are precisely the same, and, I understand that the manufacturers of the Columbia have patented their chainless all over the world, which seems to fall pretty hard on a firm like the Wanderer Co. that have been manufacturing such an article for the last three years. This form of gearing has certainly got its favorable points, such as its compactness, that is not being in the way, and being thoroughly proof of dust and dirt, as seen in Figure 2. The two back bevel gears near the hub of the back wheel are covered by those boxes bolted around them, as shown at bottom of Figure 2. The fact that none of the moving parts are disclosed is a very important feature, especially for female riders, there being nothing to catch their skirts, and for men it will not be necessary to wear trouser clips. But, as to the matter of efficiency, it would be 98 per cent. of 98 per cent., or 96 per cent. less a fraction, of the friction of the two bearings in the tube to support the counter shaft running through the tube.

The wire cable in spite of its lightness and strength has not been applied practically to the bicycle, on account of the imperfect means proposed to assure adherence on the pulleys.

In Figure 3 is illustrated the steel ribbon which has been used in France as a means of driving bicycles. This idea was demonstrated in HARDWARE AND METAL of June 12, of last year, and has several great advantages to recommend it, such as its lightness, flexibility, strength, and its absence from joints. As, with the wire cable, it was found difficult to secure good adhesion on the pulleys unless the ribbon was taut, which, of course, detracted from its strength, but these difficulties were overcome by using a special ribbon made from steel analogous to that used in piano wire, and at regular intervals holes are drilled to suit pins on pulleys, as in Figure 3. The number of teeth on sprockets are decreased, and the relative size of wheels are the same as in ordinary chain gearing sprockets. The great advantage of being easily cleaned and not suffering much from dirt, are much in its favor. The only reliable information I could get concerning its efficiency was from a similar gear used on an English drilling machine, which worked under almost parallel conditions, and it gave about 98 per cent., which is the ordinary percentage for good belt gearing.

The following table gives the relative efficiency of the bicycle gears previously discussed :

Style of gear.	Efficiency or percentage of power transmitted.
Steel ribbon.....	98 per cent.
Spur gear.....	97.2 "
Bevel gear.....	96 "
Chain	95 "

Now that we have reviewed some of the most approved substitutes for the chain as a driving mechanism of the bicycle, we find that the most efficient one only exceeds the ordinary chain by about 3 per cent., which, of course, would be hardly perceptible, and so it lies with the fancy of the rider as to which system he may adopt, or, perhaps, the one he considers the most suitable for his purpose. The fact that one-half of the revolutions of each pedal of the bicycle are doing no work at all (i.e., the upward movement of the pedal) is a matter that

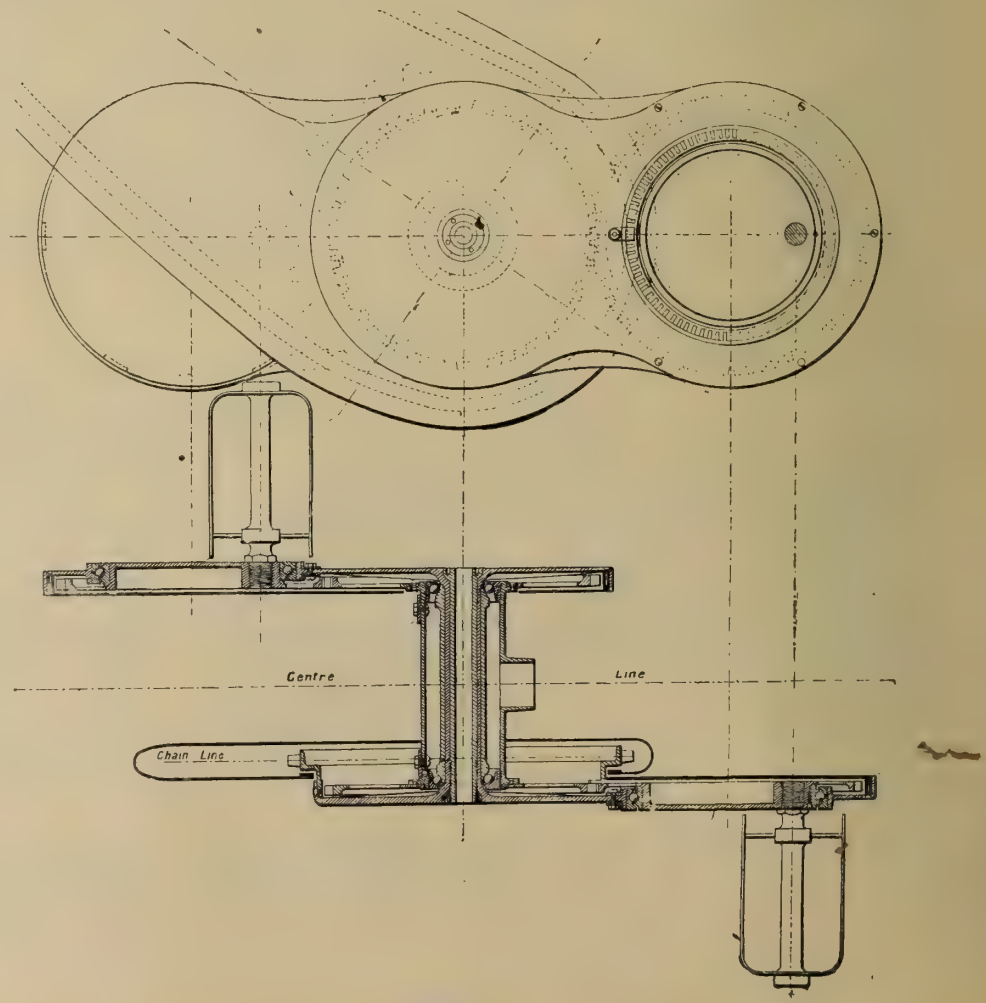


Figure 5

mechanics cannot overlook. In other words, 50 per cent. of the power the rider's legs are giving to the machine is going to waste. This being so, inventors have recently turned their attention to devising some methods by means of which the power applied by the connecting rod (i.e., the rider's legs to the crank) can be utilized more effectively.

In most cases that have come to our notice this involves a fatal complication of moving parts, with a corresponding increase of weight and friction, added to which, a still greater defect, from the rider's point of view, has been the alteration of the circular

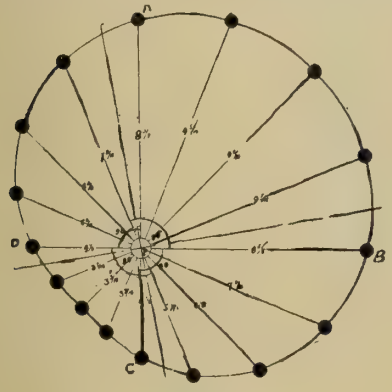


Figure 6.

path of the pedal to eccentric movement. It is not quite certain whether, after all, the circular path is the most pleasant that can be devised, and it seems within the range of possibility that a motion is yet to be found which combines a more effective use of the power at command, where it is chiefly required with ease to the rider.

The bicycle illustrated in Figure 4 has had applied to it a new compound crank,

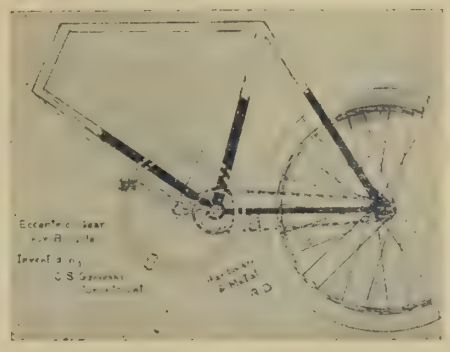


Figure 7.

the invention of Mr. Gerald Barker, Westminster, England, who claims to have succeeded in producing the above mentioned desirable combination. This machine is geared to 100 inches, and moves, therefore, 26 feet per each revolution of the pedals. Mr. Barker claims that his invention enables a cyclist to use at least 40 per cent. higher gearing without increasing the stroke of the pedals or the peessure on them, or, that is, supposing the chain to transmit 95 per cent. of the efficiency, the rider's effort would only develop 47½ per cent. on the driving wheel in ordinary bicycles, whereas, if Mr. Barker's compound crank were applied, it would deliver 85½ per cent. on the driving wheel, or, as stated before, allow him to increase his gearing 40 per cent. without requiring more work to drive it, while in the case of ladies' machines the crank may be shortened instead of using a higher gear, so that the motion of their feet will be considerably less, which would make the bicycle more becoming for the female.

The 28-inch driving or back wheel is geared to 100 inches by the ordinary Humber pattern chain running over a 25-toothed sprocket wheel and a 7-toothed hub ring. The sun and planet wheels merely control the relative positions of the main and secondary cranks. Figure 5 shows the details of this crank mechanism. It will be seen to consist of a sun wheel rigidly and

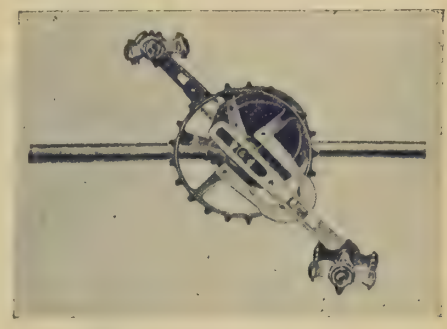


Figure 9.

concentrically attached to each side of the crank bracket, and a pair of hollow cranks resembling in shape the figure 8, one-half of each crank encloses a sun wheel the other or outer half a *planet wheel, of the same size as a sun wheel, and, engaging directly there with each pedal, is screwed into a planet wheel at a point midway between its centre and the pitch line of its teeth. In the bicycle under trial the main crank and the pitch diameter of the sun and planet wheel was 6⅜ inches, the axes of the pedals were 1 19-32 inches from the axes of the planet wheel.

Figure 6 is a diagram showing the pedal's movement. The foot motion is but slightly different from the circular motion now in

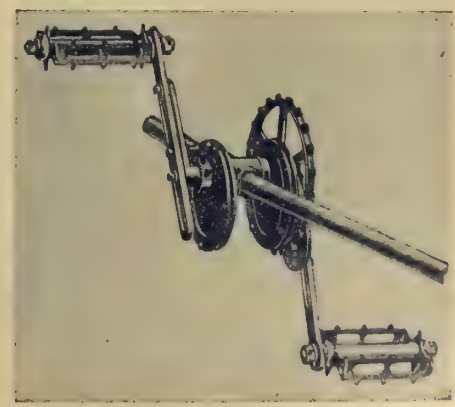


Figure 9.

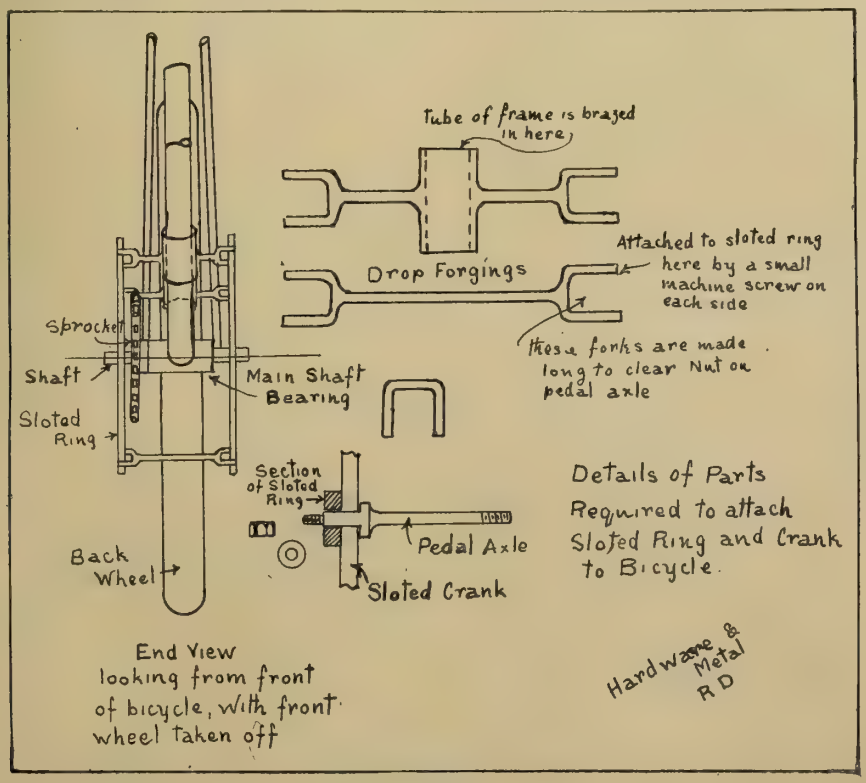
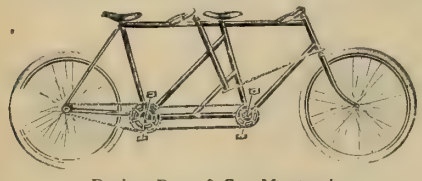


Figure 8.

*The sun and planet wheel is a gear invented by the celebrated James Watt as a substitute for the crank, and is composed of two spur gears in contact with each other, one of which remains stationary while the other revolves around it, the centre of the planet wheel being the only point within it that revolves in a circular path, all other points revolving in an eccentric path. The names sun and planet are derived from their likeness to the solar system in movement—the sun being stationary with the planets revolving around it.

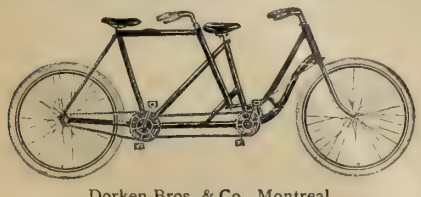
vogue, and from Mr. Barker's personal experience it was found pleasant.

Figure 7. is another method of producing a variable throw of the crank, so that greater leverage is obtained on the forward throw of the crank than on the backward throw, as seen in cut. This increases the driving power at the expense of what is known as "back pedaling" and the inventor has managed to preserve the circular path of the pedal which, of course, is a great advantage over the compound crank just described. The inventor of this method is Mr. C. S. Gzowski, grandson of the well known Sir Casimir Gzowski, K.C.M.G. As seen by Figure 7, two slotted rings are rigidly attached to the bicycle frame, one on each side, by means of parts shown in Figure 8, and around which revolve the two pedals whose axle goes through a slotted crank and is made to slide easily from one end to the other; the slotted ring is only to control the position of the pedal or crank pin on the crank relative to the crank shaft. By this arrangement the leverage would be just as much, if not more, than in Mr. Barker's scheme, and it is certainly more simple. The position of the saddle relative to the pedals in these arrangements is the same as that in the ordinary bicycle, as the position of the tubes are altered to correspond, as shown in Figure 7, the dotted lines representing the position of the tubes in the '97 model frame and the full lines the positions of them in the altered frame, to suit the gear attachment, which, as you see by cut, brings the saddle to the same point.



Dorken Bros. & Co., Montreal.

Figure 9 is another eccentric gear for obtaining this end. It will be observed that the cranks, instead of being fixed on the crank shaft, as in the ordinary wheel, are pivoted on an eccentric strap, on either side, so that the pedals move eccentrically relative to the shaft. In this way the throw can be varied, as in other methods mentioned, to any desired degree of eccentricity allowed by the straps. The model from which the engraving is produced is not considered final as regards design, but suffices to show the modus operandi of the gear, which is also an English invention, like the compound crank, and has been patented by Mr. A. G. Smart, Croft House, Haverhill, England. This also is simpler than Mr. Barker's compound crank, and also has not sacrificed the circular movement of the pedal; but it is a question whether it is as good as Mr. Gzowski's.



Dorken Bros. & Co., Montreal.

From a mechanical point of view these gears are to be thoroughly approved of.

Mr. H. P. Davies.

A PIONEER BICYCLE MAN.

We herewith present a cut of Mr. H. P. Davies, vice-president of the American Tire Co., who may well be named the "pioneer" in the pneumatic tire business in Canada, being the first to introduce the celebrated Dunlop tire in this country; also first to import the Morgan & Wright and Mechanical Fabric Co.'s tires. Eventually, however, Mr. Davies secured the sole control of the Goodrich single tube tire, made by the B. F. Goodrich Co., of Akron, Ohio, and is known on this side of the line as the American Tire Co. This company was also the maker of Palmer tires, which demonstrated the speed of single tubes, but not proving as durable as desired, owing to the use of open thread fabrics, the company's extensive experience enabled them to build a tire of equal speed, and, by the use of closely woven fabric, added the desired durability. Mr. Davies was also founder of the extensive bicycle and sporting goods business of H. P. Davies & Co., Limited, Toronto, importers of the Beeston Humber, Rudge and Columbia bicycles, which was afterwards taken over by the John Griffith Cycle Corporation.

HIGH ART CYCLES.

The line of Wolff-American high art cycles this year consists of model 24, special racer, $90; model 25, special diamond frame, $90; model 26, special drop frame, $90; model 27, standard diamond frame, $75; model 28, standard drop frame, $75; double diamond frame tandems, $150; combination or convertible frame tandems, $150; duplex, $175. On all the models the distinctive frame lines have been preserved, together with the self-oiling bearings, eccentric chain adjustment, spring tempered frames and other exclusive features which distinguish the Wolff-American bicycles. The crank hanger is dropped 2¾ inches on all Wolff-Americans, a half-inch further than in 1897; the rear sprocket has been made more easily removable, while the special flush joints have been embodied with D-shaped rear forks, disk-adjusting crank-axle bearings, patent seat-post fastenings, and several other minor changes. The frame joints are made from steel tubing, as is the crank bracket, and doubly reinforced throughout. The spring tempering given all Wolff-American frames is said to be a secret process, which every frame undergoes before enameling. It has the effect of equalizing the temper of every molecule of steel in the frames, imparts a springiness which adds to its life and increases the frame's strength fully 25 per cent.

Dorken Bros. & Co., Montreal.

Dorken Bros. & Co., Montreal.

The Wolff-American bicycle made a good name for itself in Canada last year, and, with the improvements since then added, it should become still more popular.

M. & M. C. Co.

Limited

are now prepared to supply the trade
with anything in the Bicycle line at

EXTREME VALUE

Manufacturers' Agents . . .

Jobbers Supplied

New Models Now Ready
Latest Patterns
Best Workmanship
Best Material

Manufacturers and Merchants Cycle Co., Limited

R. E. VAN DYKE, Manager.

EXPORTERS
IMPORTERS

Offices: 48 King St. West

TORONTO
ONT.

Send Card for Quotations.

A TEST OF SPROCKET WHEELS.

AN interesting test was made to determine efficiency of sprockets of different sizes, says an exchange. To carry out the test the wheel was inverted and the frame securely attached to the floor. A thin steel band had one end attached to the tire and the other end carrying a weight, which was raised by the band being wound upon the tire, a second weight being hung from a scale paw attached to the pedal, by which the efficiency of the portion of the mechanism transmitting the power could be registered.

A long series of readings were taken with the same large sprocket, and with seven, eight and nine-toothed sprockets on the rear, and with pedal weights varying from two to fifty pounds.

The average efficiencies in each case were as follows: Seven-tooth, 89.9; eight-tooth, 91.5; nine-tooth, 93.4. This shows the eight-tooth to have 98.9 per cent. of the efficiency of the nine-tooth, and the seven-tooth to have 96 per cent. of the efficiency of the nine-tooth sprocket, other conditions being equal. The result proves that there is less chain pressure on the teeth of larger wheels, and hence less wear.

Taken all round, nine teeth on the back for one-inch pitch block chains seems a good number, as it gives wheel sufficient surface to distribute the wear well without necessitating a material increase of weight.

ALASKA CYCLE CO.

The latest addition to the list of bicycle manufacturers in Canada is the Alaska Cycle Co., London, who start out with bright prospects, indeed. They are placing three grades of wheels on the market, viz., "Klondyke," "Yukon," "Cariboo," and are sure to please the taste of the most fastidious, if the names have anything to do with it. In their high grade wheel, the "Klondyke," they claim all the points that go together to make up a good mount. In its construction they are using 1⅛ tubing swaged to 1¼ inch at the centre, two-piece crank-hanger arrangement, no cotter pins used, while the cranks, bearings, axles, etc., are all removable from the hanger-box. The front forks are made all in one piece, with arched crown, the latest improvement in all first-class wheels. They are using a special chain adjuster of their own contrivance, flush joints. This firm has also done away with the bolt and nut fastening for the handle bars and seat post. The "Yukon," the medium-priced wheel, has 1¼ tubing, arch crown, two-piece crank-hanger, no cotter pins, Sartus ball retainers in head and wheels, flush joints, internal bindings, and, from appearance, should make a lasting mount at a medium price. In the cheap grade they claim superiority over anything on the market. The "Cariboo" has 1⅛ tubing, arch crown, two-piece crank-hanger, with no cotter pins, finished in any color.

Retail price for "Klondyke," $45; "Yukon," $37; "Cariboo," $29. Address all communications to 231 Dundas street, London, or P.O. Box 223.

A CORK TIRE.

Another addition to the already long list of tires has just been patented by a Cincinnati man. It is claimed to have all the resiliency of an ordinary pneumatic tire, while being at the same time purely puncture proof.

The body of the tire is formed of sections of cork, fitted together to form a perfect ring around the rim, the sections being held connected by a central wire, whose ends are twisted together and carried in opposite directions.

The ends of the casing tube are preferably brought together at the point where the tie is secured, and here a metal sleeve, also rubber covered, is tightly fitted around the tire, there being preferably two or three sleeves embracing the tire at opposite points in its circumference. The outer section, or casing of the tire, need not necessarily have two ends, but the casing may be filled by means of an opening on the inner side.

The tire is cemented upon the rim, through which and through each sleeve is passed a set screw, one of the screws engaging the extremities of the twisted wire. The inventor has constructed machinery for preparing the cork, which it is designed to subject to hydraulic pressure, and impregnate with a fluid to enable it to maintain its elasticity.

"THE VAN" BICYCLE.

I. W. VanTuyl, Petrolia, is making two grades of wheels for this year, viz., "The Van," as a high grade machine carefully made, embracing all the up-to-date ideas, short head, low drop hanger, 1⅛ inch tubing, flush joints, large sprockets, rear wheel carried well back to more equally distribute the load, disc adjusting barrel hubs, with large balls, and purely dust-proof bearings, crank hanger also dust-proof and disc adjusting. The buyer can have the option of naming any saddle or tires desired. Finish either black or maroon, neatly decorated. In his lower grade he is turning out a well made grade, carefully brazed and finished, to retail at $35. The stock of sundries carried by this firm is complete in every department, and intending purchasers will do well to send for his sundry catalogue and one will be mailed to any address by mentioning HARDWARE AND METAL.

A CONVERT TO CHAINLESS WHEELS

"MANY an excellent thing in this world is condemned through mere prejudice," remarked a bicycle man. "There is, of course, the other extreme, and I hardly know which is worse, the sanguine man, who sees a marvel in every new fad, or the bigot, who condemns everything new. Most of us have this characteristic fairly well developed, but in future I shall try and not condemn any new cycle improvement until I have given it a fair trial. I was distinctly prejudiced against chainless cycles some time ago, but have now, on careful examination, been converted. The bevel-wheel cycle I could tolerate, it is really so much like the chain drivers; but a new idea, by which the bottom bracket was improved away altogether, and the pedals worked direct on to the driving wheel, seemed impossible, and it was with great misgivings I gave in. Many are, no doubt, familiar with the chainless bicycle, but to those who are not I would advise a trial. These machines are made either for path or road use; ladies' wheels are also supplied, the details of frame being necessarily somewhat different. Being a new departure, it has had to face a storm of prejudice, but it will live it down by sheer merit, and the hardwareman who wants to do the cycle trade thoroughly should have particulars of it at hand, and, if necessary, see the machine itself."

CAREFUL BICYCLE MAKERS.

The Welland Vale Manufacturing Co., St. Catharines, have sundry improvements on their list, which is the same as last year, viz., "Perfect," "Garden City," and "Dominion." They are also making a chainless machine, which has been thoroughly tested before placing it on the market, and no chances will be experienced by the rider on this mount. In this wheel the frame is brazed together, making it practically one piece, and there are no hinged or movable parts in its build, producing, therefore, a maximum of rigidity. The gears are cut by special machines, and they are pronounced as accurate in contact and noiseless in operation. A new hub, of their own design, is one of the principal improvements of this enterprising firm. They are ball-retaining, and the cones can be adjusted with the hands. The axles are hollow, to hold a supply of oil for the bearings, dispensing with the use of oil cups. By removing a small screw in the end of axle the chamber can be refilled with oil, and, they claim, one oiling is sufficient for the season. Other improvements are one-piece crank, new idea in handle bar adjustment, and seat-post fastening, in which the unsightly bolt and nut is entirely done away with.

SANTO & CARRELL

Hardware Manufacturers' Agents

OFFICE: YORK ST., LONDON, ONT.

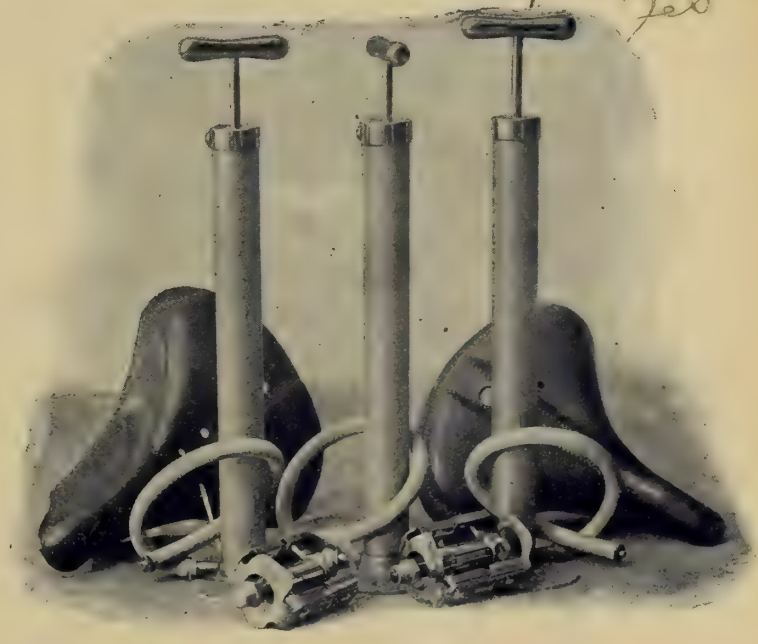
CANADIAN REPRESENTATIVES FOR

Reading Screw Co., Philadelphia, Pa.
E. C. Atkins & Co., Indianapolis, Ind.
Jas. Duckworth, Springfield, Mass.
New York Leather Belting Co., New York.
Clinton Wire Cloth Co., Clinton, Mass.
F. E. Kohler & Co., Canton, Ohio.
New Process Twist Drill Co., Taunton, Mass.
G. C. Smith Mfg. Co., Auburn, N.Y.
McClellan File Co., Saginaw, E.S., Mich.
Dillie & McGuire Mfg. Co., Richmond, Ind.
Buffalo Wire Works, Buffalo, N.Y.
A. B. Diss, Brooklyn, N.Y.
Palmer Hardware Co., Troy, N.Y.
Topliff & Ely, Elyria, Ohio.
Cortland Wrench Co., Cortland, N.Y.
Standard Rope & Twine Co., New York.
Michigan Cement and Sundry Co.
VanWagoner and Williams Hardware Co.
Graham Mfg. Co.
Standard Flint Paper Co.

BICYCLES

Returned Feb. 21/

Errant Gents,	list,	$40.00
Errant Ladies,	"	40.00
S. & C. Gents,	"	60.00
S. & C. Ladies,	"	60.00
Arlington Gents,	"	65.00
Arlington Ladies,	"	65.00

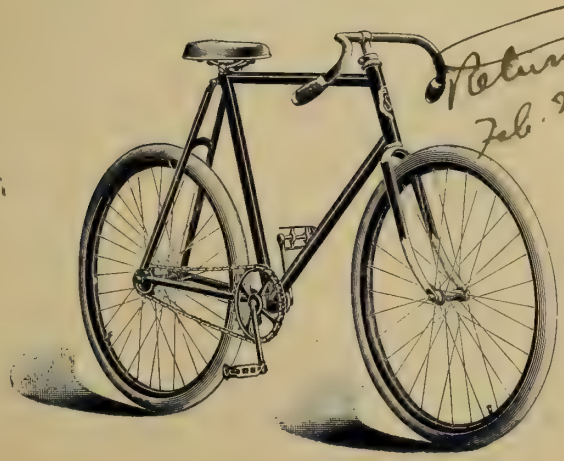


Sole Canadian Agents for . . .

ELYRIA PUMPS, (Foot and Floor).
ELYRIA PEDALS, (Adj. Spring Clamp.)
ELYRIA SADDLES. . . . . .

BICYCLE

Bells, Saddles, Pedals, Tires, Spokes, Balls, Rims, Cements, Cranks, Hangers, Luggage Carriers, Floor and Wall Racks, etc., etc.



Returned Feb. 21/98

Write for Illustrations and Prices

Ret. Feb 21/98

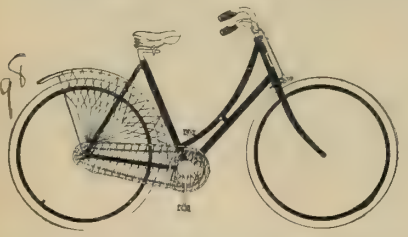
THE CLEVELAND WHEEL LEADS.

IT HAS been no secret for months past that while other manufacturers are adapting their '97 construction to their '98 models, Cleveland models are entirely changed, and all their new features contribute to the efficiency and beauty of the wheel.

Cleveland Model 39.

It is needless to remark that despite a reduction in price, H. A. Lozier & Co. have kept up the Cleveland to the standards which have brought them world-wide fame. The first particulars regarding the '98 models are now seeing the light.

The tendency in the lower list prices has produced conditions promptly met by the firm, and the new models are listed as follows: Models 35 and 36, $55; models 37



and 38, $70; models 39 and 40, $80 (the odd numbers being men's, the even numbers ladies'). They are building a chainless wheel on an entirely new principle, but details concerning this machine are yet to be made public.

No bicycle is ever looked forward to with more eagerness by wheelmen all over the world than the models of H. A. Lozier & Co., and with small wonder, as it is a well-known fact that H. A. Lozier & Co. have produced more new ideas of the useful kind, and which have been adopted by makers all over the world, than any other bicycle manufactured. What the Cleveland has done for the improvement and advancement of the cycle will be seen in the following:

1892.—Cross thread fabric for tires, making the first resilient and easy-riding tire.

Burwell dust-proof bearings, the only acknowledged dust-proof bearings made.

1893.—Detachable tire thread fabric. First standard safety bicycle of the present type, that is, a bicycle equipped with 28-in. wheels and a diamond frame, having top bar level—copied everywhere.

1894.—The hardened pin and block chain, which proved a revelation in chain construction. Pedals screwing into nut, doing away with pedal axle-nut—copied everywhere. Combination wood and aluminum rim for detachable tires. Narrow tread. Improved Burwell dust-proof and ball-retaining bearings—makers of cycles are still trying to copy these famous bearings.

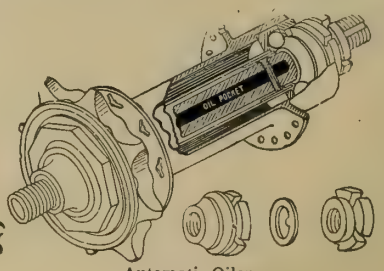
1895.—The Cleveland Swell Special, with large tubing—everybody made fun of it then; they all use it now.

1896.—Burwell bearings still further improved. The wood handle bar. Barrel pattern pedals.

1897.—The famous 29, the design of which, as everyone knows, is now copied by everyone who bears the name of being a bicycle manufacturer.

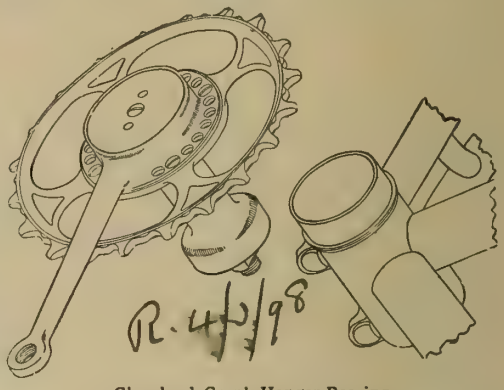
1898.—That H. A. Lozier & Co. have not lost their cunning and still hold their supremacy, is proved by the following list of new features for 1898: Internal handle bar fastener, new crank fasteners, hollow axles, simplified arrangement for spoking rear wheels, improved self-oiling bearings, new system of adjustments, and G. A. Burwell's latest invention, the overhanging sprocket.

"Never oil Cleveland bearings," they oil themselves, is now a trite, but true saying. The cut shows the new oiling



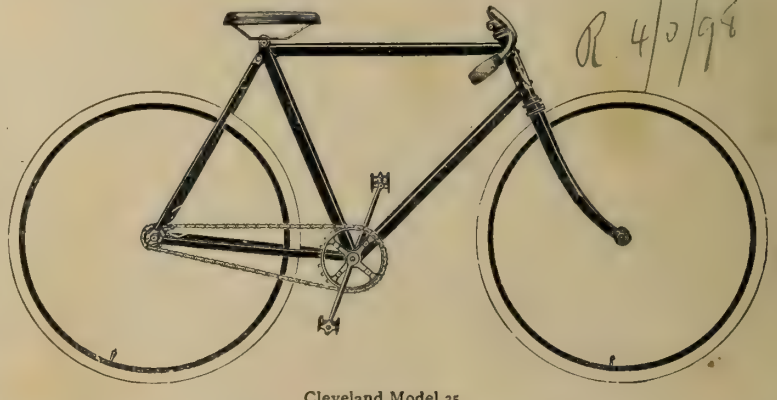
Automatic Oiler.

device. The wheel and crank axle are tubular and hollow, this space forms an oil reservoir. In order to prevent the oil from escaping from the hollow axle the end is plugged with a screw; under the head of the screw is a piece of packing, making the



Cleveland Crank Hanger Bearing.

joint perfectly tight. The flow of oil is regulated by wicking drawn through small holes drilled in the axle close to the bearings. The holes are plugged so tightly that the oil will not escape when the bicycle is not in use. The moment, though, the wheels begin to revolve, capillary attraction produces a drop of oil at the end of the wicking. The bearings thus are kept in constant and uniform lubrication. The axles carry a season's supply of oil, so that

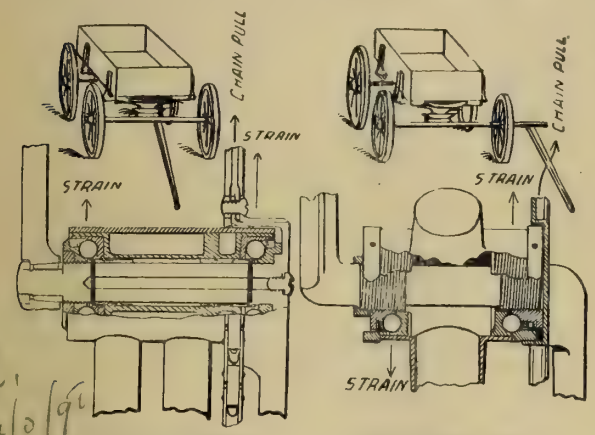


Cleveland Model 35.

when once filled they require no further attention. To renew the supply of oil it is only necessary to unscrew the plug at end

of axle and pour in oil, and so simple that a novice can do it. This automatic oiling device is on models 39 and 40.

An internal handle-bar binder is also adopted, doing away with the outside binder and nut; it grips the inside of the handle bar so securely that it is impossible to move the handle bar under pressure. While some manufacturers have gone back to outside joints, H. A. Lozier & Co. will still continue to use flush joints. A check nut will be used to lock the bearings instead of the clamped screw. The cranks will be oval instead of round. New designs in sprocket wheels will also form a new feature in '98. On models 39 and 40 the sprocket wheel and right crank are one piece; another good idea is, that it is unnecessary to remove the rear sprocket to put in spokes, as the spoke holes in the rim of the rear axles are button-holed. But the leading feature of the Cleveland for the coming year is the overhanging sprocket and bearings.



CLEVELAND BEARINGS. Wide Bearings. Narrow Tread.

ORDINARY BEARINGS. Narrow Bearings. Wide Tread.

Section Improved Cleveland Bearings.

The crank hanger, being the chief fitting in the frame, has been changed to bring about a result, which must be considered the highest point of perfection ever attained in bicycle construction, having the chain pull placed between the bearings, instead of, as formerly, on the outside, which always had a tendency to give the bearings a twisting motion. The principle might be compared to the attachment of a wagon tongue; it will be understood at once. If the tongue were to be attached to the axle outside of either wheel, the result would be unsatisfactory, and it does not require a test to prove the claim that the proper place is between the bearings, as it equalizes the strain.

To explain more fully the motive for changing this, the most vital organ of the frame, was to bring about a result, embodying three very important features, enabling us to reach the highest state of perfection in bicycle mechanism.

The first of these features is the increased distance we are able to place the bearings, enabling us to simplify and retain more perfect the adjustment of the cones.

Secondly, with the changed construction of the sprocket centre, it enables us to bring the draft of chain between the bearings, instead of on the outside, as in former construction, thereby bringing about a more uniform wear of the bearings, removing the last possibility of any undue strain on either bearings or frame.

Thirdly, while the distance between the bearings is increased, the tread is made narrower by 3-16 of an inch, which is a most desirable feature.

This combination of changes has only been brought about after the most careful study and experiments, and cannot too strongly emphasize the merits of the various features embodying in the construction and the benefits derived in the Cleveland.

Anyone familiar with the history of the bicycle trade will acknowledge that the success of this house has been phenomenal, and due entirely to the fact that the bicycles built at their factory are just what is claimed for them—on the square.

THE NICHOLSON FILE CO.

The Nicholson File Co., of Providence, R.I., acting through the Great Western File Co., of Beaver Falls, Pa., its western branch, has just leased for a term of years the plant and good-will of the McClellan brand of files and rasps. The Nicholson Co. will continue the manufacture of the McClellan brand in connection with its "Great Western" brand, the product of its Great Western branch.

With this addition to its plant, the Nicholson File Co. now controls and operates five distinct factories, with a joint capacity of 6,400 dozen, or 76,800 files daily, representing about 70 per cent. of the entire production of files and rasps in the United States. The Nicholson Co. has been making additions and increasing its facilities in all of its factories for some time past to enable it to satisfy the domestic and foreign demand for its goods, and the acquisition of this new plant will put the company in a position where it can supply the market for its goods with greater ease.

A Back Number

RIDERS are demanding **SINGLE TUBES,** old-fashioned tires are only suited to **BACK NUMBER WHEELS AND RIDERS.**

YOU SHOULD show a tire in advance of others in **SPEED, DURABILITY, AND EASY REPAIR.**

It is the **"Goodrich Res Flex."** Our catalogue is full of **CONVINCING FACTS,** and our **PRICES ARE RIGHT.** Send for them.

AMERICAN TIRE CO., Limited

Mention "Hardware." **164-166 King St. W., TORONTO**

TRADE IN OTHER COUNTRIES THAN OUR OWN.

THOUGH new transactions in rails for export have not been many during the week, some good-sized shipments have and will be made. Among these may be mentioned about 6,000 tons for Japan, 4,400 tons for Tampico, Mexico, 1,000 tons for another Mexican port, 700 tons for Argentina and two small lots for Central America.

Out of 1,251 locomotives built last year by standard makers in the United States, 386 were for export. During 1896 there were constructed by the same makers 1,176 locomotives, and of this number 309 were for export. There are inquiries at present with the leading locomotive builders, according to The New York Journal of Commerce, from Finland, Japan, Brazil, Canada, Central America, the West Indies and Mexico.

WELSH TIN PLATE.

Ryland's Circular speaks of the tin-plate situation in Wales as follows: "There was a small advance early in the year 1897, consequent rather on more limited supply than on any abnormal demand. In February, out of a total of 484 mills existent in Wales, 200 were idle. There was a general reduction in wages to about 15 per cent. below the 1874 list, but even with this concession makers barely held their own. The exports in 1897 about equalled those in 1896. Canada and other markets took sufficient extra quantity to balance the falling off to the States. It is estimated that the potential output of tin plates to the United States is now close upon 6,500,000 boxes per annum. Orders still come to a limited extent for oil-trade sizes, on which a rebate of the duty is claimed on re-export. A demand for this particular trade sprang up in November and December, and, coming on a limited output, steadied prices, and even caused some small advance."

PIG IRON DEARER IN CLEVELAND.

CLEVELAND, O., Feb. 9.—For several days past there has been more enquiry for Bessemer pig iron than there has been for a long time, and a number of advances in prices were made. A week or ten days ago Bessemer pig was selling in the Valley at $9 and $9.10 a ton, but the increased demand forced the price up to $9.50, and the Carnegie Steel Co. picked up 100,000 tons at that figure. Close to $1,000,000 is represented in the deal, which is the largest of the kind for several years. The management of the Illinois Steel Co. have made arrangements with the Minnesota Iron Co. for its supplies of Mesaba ore for the season of 1898.

THE METAL TRADE FOR JANUARY.

S. W. Royse & Co., of Manchester, Eng., in the report of June 29, in regard to metals, say: "During the early part of this month only a moderate business was done in pig iron, but later, with the prospect of an early termination of the dispute in the engineering trade, business became brisk and some large orders were placed. There is, however, again a lull, owing to the unpromising outlook in the far east. Prices have been improving steadily at Glasgow and Middlebrough, but are slightly lower again during the last two or three days, being, however, still some 6d. per ton higher than at the beginning of the month. In the manufactured iron trade in the Midlands a good business has been passing, and the market is strong, works being well provided with orders. In the higher priced metals, copper has advanced steadily about 15s. per ton, and is at present quiet. Tin has advanced 17s. 6d. per ton, and appears to be rather tending further upwards. Spelter is about 5s. per ton lower, and lead also is slightly lower, and both these metals are easy at present."

SHIP BUILDING IN GREAT BRITAIN.

Lloyd's Register reports that during the year 1897 some 591 vessels aggregating 952,486 tons gross, were launched in Great Britain and Ireland, besides 48 warships of 95,465 tons. In 1896 there were 696 ships built, with an aggregate of 1,159,751 tons. Of these 591 vessels built last year 545 were steamers with 924,382 tons, and 46 were sailing vessels with 28,104 tons. Thus the tonnage of the sailing vessels for 1897 was 3 per cent. of the total. In 1892 the percentage of sailing vessels was 24 per cent. of a larger total.

Of the total output for the year, over 75 per cent. belonged to ports in the United Kingdom. Losses to vessels in the United Kingdom during the year amounted to 272,000 tons, and sales to colonial and foreign owners to 465,000. On the other hand, some 68,400 tons were bought from foreign and colonial owners.

Japan was the chief customer, having had built 14 vessels of 59,425 tons, over 6 per cent. of the total. Germany follows with 8 vessels of 30,507 tons, or 3 per cent. Then come the colonies, taking 23,000 tons, or 2.4 per cent. Holland took about 2 per cent., and Russia, Norway, Denmark, France and Spain from 1.7 to 1.2 per cent. of the total. Glasgow was the greatest producer, 199,767 tons coming from that city, Newcastle next with 199,335 tons, and Sunderland third with 175,156 tons. These and all other ship-building ports show a decline in the industry as compared with 1896.

PENALTIES RE WORD "LIMITED."

SOME misunderstanding seems to exist as to what action was taken by the Ontario Legislature, at its recent session, in regard to the Act governing limited liability companies.

It will be remembered that by the Act of 1897 the abbreviation of the word "Limited" was prohibited on signs, business paper, cheques or, in fact, any documents whatsoever, heavy penalties being prescribed for violation thereof. The irritating character of this, together with the loss entailed, is known to everyone.

The amendments made to the Act during the last session are designed to remove the unjust and irritating features thereof.

One wise provision suspends the operation, as far as companies incorporated before April 13, 1897, are concerned, until January, 1900, of the clause imposing penalties for abbreviating the word "Limited." The suspensory clause reads as follows:

> In the case of companies incorporated before the thirteenth day of April, 1897, this section shall not take effect so as to render any such company, or the directors or officers thereof, liable to the penalties or liabilities hereby imposed by reason of such company using the abbreviation "Ltd." or any other abbreviation of the word "Limited," or to companies lawfully incorporated without the word "Limited" forming part of the name or style thereof, until after the first day of January, 1900; but this shall not relieve any such company from any penalty to which it would have been liable prior to the passing of the Act passed in the 60th year of Her Majesty's reign, chapter 28.

Another proviso makes the use of the word "Limited," in its full form, on bales and packages, optional.

A clause which will give a great deal of satisfaction, especially to those companies which have been harassed by pettifogging lawyers, reads:

> The penalties provided by the said Act shall be recoverable only by action at the suit of, or brought with the written consent of, the Attorney-General of the Province of Ontario.

Thanks to the amendments to the Act, joint stock companies will now be able to use up their old stationery, signs, etc., in which the word "Limited" is abbreviated, while every Tom, Dick and Harry with a desire for money and notoriety will be precluded from instituting proceedings at his own sweet will.

But the Legislature should have made all these wise provisions when the Act was under consideration ten months ago.

The American Axe & Tool Company

MANUFACTURERS OF

Axes, Adzes, Hatchets, Mattocks, Picks, etc.

T. C. COLLINS
No. 10 St. John St., Montreal
Agent for Canada.

253 Broadway
NEW YORK

Catalogues and Price List on application.

CANADA PAINT CO.'S SLEIGH DRIVE.

THE Toronto employes of the Canada Paint Co. had a most successful outing on Friday evening. A nobby four-in-hand was furnished from the stables of W. J. Colville, and a start was made from the "Elephant and Castle," near the Leslie street factory, about 8 p.m. One of the Canada Paint Co.'s teamsters, Charley Thirsk, handled the ribbons, and Mr. Paddon officiated as bugler and outside guard.

The members of the party were picked up at their respective homes, and as all hands gathered in the capacious sleigh the ladies nestled down comfortably amidst a confusion of fur, fuss and feathers. Klondyke sleeping bags were taken along in case any of the party became chilly without, while a five gallon jacketed can of sweet deodorized "benzine" was provided should one feel cold within.

The night was a most glorious one. The air keen and bracing. Not a fleck or a cloud to be seen, and "fair Luna shed her beauteous beams around."

After a merry spin through the country lanes, which were made lively by the sound of sleigh bells, bugle calls and boisterous mirth, the homestead of Mr. and Mrs. Hiltz was reached, on the Danforth road, and here a right-royal welcome awaited the guests. After a warm greeting, dinner was announced, and by the way the viands disappeared it showed that paint makers had easy consciences and hearty appetites. The menu was a substantial one as follows :

Raw Oysters. Oyster Soup.
Bacon and Greens. Corned Beef and Cabbage.
Boiled Southdown Mutton, with Trimmings.
Roast Beef and Yorkshire Pudding.
Broiled Chicken, Alabama Style.
Roast Young Turkey, Stuffed.
Ham. Sausages.
Corn. Beans. Pommes de Terre.
Celery.
Apple Pie. Apple Dumpling.
Pumpkin Pie.
Oat Cake. Buns Bannocks.
Canadian Cheese. Cheshire Cheese.
Apples. Bananas. Oranges.
Sweet Milk. Butter Milk.
Iced Water. Hot Water.
Tea. Coffee. Cocoa.

After ample justice had been done to the bountiful spread an impromptu concert was held, and a banner bearing the device: "Begone Dull Care," was unfurled. Songs, recitations and most incredible yarns were rehearsed, when the tyler, Mr. Charles Robinson, announced the arrival of Prof. McCaffery's orchestra, and the floor was immediately cleared for dancing. The merry crowd "tripped the light fantastic" until an early hour, when, after giving three rousing cheers for their genial host and hostess and bidding the house party a hearty good night they started back for town.

Among the number present were: Mr. George Walton and Miss McLean, Mr. and Mrs. I. H. Hiltz, Mr. and Mrs. Samuel Wilson, Mr. Bruce Morrison and Miss Wilkins, Mr. C. W. Robinson and Miss Kelly, Mr. F. Farrell and Miss Wheeler, Mr. J. S. Paddon and Miss Axtell, Mr. and Mrs. W. H. Allison, Mr. and Mrs. W. H. Evans, Mr. J. W. Lee and Miss Allison, Mr. C. Thirsk and Miss Muir, Mr. Geoffrey Monkhouse, Miss Constance Cholmondeley, and many others.

IMPROVEMENTS IN THE E & D BICYCLE.

The E & D bicycle built by the Canadian Typograph Co., Windsor, Ont., is a thing of beauty, and any dealer should be proud to handle it. This firm is up-to-date in the matter of improvements on the 1898 wheel, and is now reaping the results of previous years of hard work. The Canadian Typograph Co. has always put the best materials purchasable into its product, and it is due to this fact that the E & D stands where it does to-day. The Evans & Dodge four-point bearing is again used this year. The company has just issued its '98 catalogue, which gives full particulars of the different brands manufactured by them. By mentioning HARDWARE AND METAL, a copy will be sent to any address.

John Bowman Hardware & Coal Co.

LONDON, ONT.

Linseed Oil, Glass, White Lead, Mixed Paint, Spades and Shovels, Screen Wire, Screen Doors, Fence Wire, Harvest Tools, **Shelf Goods and Cutlery.**

YOUR SPRING ORDERS SOLICITED.
CLOSE PRICES.
NEW STOCK ALL BOUGHT FOR CASH.
PROMPT SHIPMENT.

SHOULD BICYCLES BE SOLD BY HARDWARE MEN?

THIS question is often asked by the dealer who is aggressive and on the outlook for increased business. Up to three years ago the wheel trade was centred in big cities, and bicycles were considered more of an article of luxury than of necessity. With their increase the country trade has been thoroughly canvassed, and there is hardly a village with 100 inhabitants which has not got two or three agents, but the cut in price has driven a large number of cycle dealers out of the business, and it is now conceded that it is unprofitable (on account of the shortness of the season) to handle wheels exclusively.

The wheel business must drift into other channels. Why should not the hardware man who has a store, capital and a good connection, take up bicycles and make them a staple, like nails and screws? They admit of a greater margin of profit, and will certainly bring him increased trade.

His first care should be to select a line of wheels from a reliable house, for with the short guarantee for 1898 it is imperative that he should have a strong house behind him.

A great feature of the bicycle business is the advertising, and the more originality displayed in it the better. Make your ads. striking and to the point. If your competitors use 50-line ads., make yours 100, if they use 100, take 200. The public will look for your notices and talk about them.

The most successful retail bicycle dealer I ever met was Mr. W. C. Jaynes, who does an electrical and general hardware trade in Buffalo. In April, 1897, Mr, Jaynes was induced to take up the Columbus wheel, and during five months sold over 1,000. He attributes his success almost entirely to advertising and in sending out his wheels in perfect running order.

Do not give a bicycle into a rider's hands till you are sure it runs smoothly and is perfectly adjusted. Ask him to call in a day or two and let your repair man see that the adjustment has not changed. Show him that your interest does not cease when he has purchased, but make him feel that his interest and yours are still identical. Do not make bicycles a side line, to be shown only when asked for, but make them a leader. Talk them up with your customers and get them interested in your wheel.

The non-success of some hardware men who added bicycles to their line is due to their handling two or more makes of wheels of an equal grade. Sell one high and one medium grade only, put your efforts on these and push them for all they are worth.

Another line the hardware man can add with advantage is bicycle sundries. There is often as much money in these as in bicycles themselves. However, let them be standard goods, such as lamps, bells, cements, etc.—A. MACFARLANE.

THE COLUMBUS.

The bicycle manufactured by the Columbus Bicycle Co., of Columbus, Ohio, is meeting with great favor from the hardware trade of Canada. There is in Columbus bicycles that "bunch of something" which appeals to the eye, the judgment and the purse of the buyer. With the demand for flush connections, the Columbus company determined to perfect a new system of brazing, which it has done, and all joints are now brazed as follows: After pinning the angle, they dip it in a crucible of spelter and flux, heated to the proper temperature. This allows the spelter to fill every crevice, and avoids crystallizing and taking the life out of the metal, as is done by the old process of heating the joint and applying spelter by hand.

Another striking feature of the Columbus is the nickeling, which is put on over three coats of copper plating.

In the crank box, front and rear hubs, the balls are retained and separated by a patent device which minimizes the friction and noise. The cranks and axle are made in two pieces and fitted on an oval taper, being held together by a counter-sunk flush nut.

No expense has been spared in fitting up these wheels, as they are equipped with Dunlop tires, Christy saddles, Record handle bars and Indianapolis chain.

Another line that is attracting a deal of attention is the Earl, manufactured by the A. D. Meiselbach Co., of Milwaukee. While not a high priced wheel, it is strong, easy-running and handsome, fitted with Dunlop tires and Gordon saddle. It has justly earned the name of the "Popular Priced Wheel." Juvenile's are made identical to men's and ladies' by the above firm.

Caverhill, Learmont & Co. are the Canadian representatives, and have 15 travelers on the road with samples. They report that orders are coming their way. Drop a line for catalogue and prices.

Bicycles that Are Easy to Sell

The Judgment Point in a Bicycle is the Tire—the chief point in a wheel

Dunlop-tired Wheels

When riders see a wheel with Dunlop tires—they know that it is a sure sign that the maker has done his best to build his bicycle right. You can take it for granted that the bearings and all the rest of the inner mechanism of the wheel are also of the best—just as the tires.

Make your motto for '98 "Dunlop-Tired"—they're first-rate.

The American Dunlop Tire Co.

. . . TORONTO . . .

The Canada

THE MODEL WHEEL OF THE NINETEENTH CENTURY . . .

A MODERN BEAUTY. Is made well, rides elegantly, sells easily. It retains its friends with charming satisfaction. Built on progressive and popular lines. It is self recommending, and self selling . . . . . .

If you want an established trade, sell THE CANADA. It has an established reputation. Write for full particulars.

W. BOULTER & SONS

Picton, Ont.

See Article on Page 23.

Mention "HARDWARE AND METAL."

McDONALD & ALLEN
KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

Knowles, Ham & Nott Co.
Limited.
BRANTFORD

The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

OUR BICYCLE LINE
SPEED-KING $40
THOROUGHLY RELIABLE
EMPIRE $55
HIGHEST GRADE AMERICAN
SPECIAL GRADE CANADIAN
KING OF SCORCHERS $75
COMBINES BEST ENGLISH AND AMERICAN FEATURES.
LADY'S ALSO

AGENTS WANTED
E. C. HILL & Co
TORONTO
J.L. JONES, ENG. Co.

RED BIRD BICYCLES.

THE Red Bird, manufactured by the Goold Bicycle Co., has several new changes in its 1898 pattern. The principal improvements are in the crank axle, hubs and bottom bracket. The left crank and axle are made solid. The right crank is fitted with a taper to fit with a taper on the axle to keep their alignment, and these are fastened to their places with a taper lock nut screwed on to the axle and fitting a corresponding taper in crank face. The company is issuing the barrel-shaped hub, with flanges on the rear and front. The axles are ball-retaining, the balls being separated and the cones being kept at all times parallel with the axle by means of a tube having its ends cut perfectly square with each other and fitting in collars on the back of cones. The bearings are of the modern three-point, with two points on cone and one on cap, giving a greater wearing surface to cone. By screwing the cones tight against the sleeve they are brought parallel and in line with each other. The hubs are dust-proof, having a right and left-hand spiral groove cut in the sleeve of cups that form a partial vacuum in the hubs. By this device a current of air passing outward from the hub makes it impossible for dust to get anywhere near the bearings. The Goold Co. is using three sizes of frames, viz., 22, 24, 26 inches, and the hanger centre drops 2½ inches. It is using a specially treated tubing, which increases its strength 100 per cent. The new rear chain adjuster works so perfectly that a slackness of 1-64 inch can be taken up. The seat-post adjustment consists merely of a tapered sleeve, which is positive in its action. Oval rear fork tube is used, thus giving a narrower tread and a direct line of draught. The company's lines for this year are Red Bird, Red Bird No. 1, and Red Bird Special.

THE DIAMOND BICYCLE PEDAL.

Attention is directed to the advertisement in this issue of the Diamond Machine and Tool Co., of Toronto. The Diamond bicycle pedal is an established and reliable article, exceedingly attractive in appearance, and of A1 quality, and is in popular demand from Halifax to Victoria. The company issues a handsome illustrated descriptive catalogue, which they will be pleased to send free to any one in the trade on application. The company will also give prompt attention to orders by mail or otherwise, and to all correspondence. Bicycle makers, dealers, repair men and all hardware firms would do well to write to this company before purchasing.

This is a home institution, and the Diamond pedal, in quality and appearance, is certainly not excelled, and we question much if it is equalled in America.

R. C. LeVESCONTE

Barrister, Solicitor, Notary, Etc.

THE McKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods.

THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

PATENTS PROMPTLY SECURED

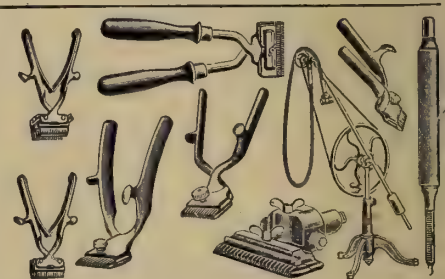
GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts,** Temple Building, Montreal.

. . ISLAND CITY . .
Paint and Varnish Works

. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St Patrick St., MONTREAL.

"BRADLEY" THH.
Best Charcoal Tin Plates and
"BILSTON"
TINNED SHEETS are THE BEST for Roofing, and Creamery and Cheese Factory Utensils.

Agent: **MR. ALEXANDER GIBB,**
22 St. John St., MONTREAL.



HAIR CUTTERS of every description — **Hand and Power.** You want **the best.** They are manufactured only by **The COATES CLIPPER MFG. CO, Worcester, Mass.** Catalogue on application.

A BRIEF HISTORY OF THE CANADA.

THE Canada bicycle has already established a reputation. The frame is of 1¼ inch Shelby tubing, 1⅜ ball head, flush joints throughout of their own modern design, abolishing pieced reinforcements, having as they do their own reinforcements of the famous metal "Turner Bronze." This metal is expensive, costing over three times as much as forgings, and eight times more than malleable castings, which are now so commonly used in the so-called high grades.

The great merits of the Turner bronze is its toughness. It takes brazing excellently, and when nickeled, produces a beautiful appearance. The metal is of a golden bronze, and its ringing properties are equal to bell metal. W. Boulter & Sons desire a high and enviable reputation for their Canada, and have decided to use this bronze, exclusively, at any cost.

The rear stays are D adjustable. When, therefore, the slack of the chain is taken up, these stays travel back with rear hub, thereby acting as a brace on the rear stay ends, thus increasing rigidity where it is all important.

The rear forks are 1⅛ inch, No. 18 gauge oval, this allows a direct pull of the chain line, and permits a narrow tread of only 4½ inches, and ample space for the tire race. The rear stay ends have a reinforcement of their own metal on inside, to stiffen the strain when power is applied.

The front forks are weldless ⅞ inch, No. 18 gauge. Thus, all the tubing in the Canada is weldless, being superior to the brazed material which is almost universally used.

The oval crown is one of the fine features. It has a neck, 1 inch long, of its own material which inserts in the neck tubing; this is much stronger than the ordinary crown.

The bottom bracket is 2½-inch drop type (the heart of the wheel), is well devised, using 3¼ by 2¼ inch with the cones on the axles, and the cups screw into the hanger, being a 3-point bearing, using 9⅜ inch balls on each side. These cups screw up flush with the hanger, being ball retaining and dust proof. By this method it allows their pentagon cranks and sprocket to set over the ball race, preventing pinching of the balls. Thus, you will observe that by this way the ball race is very wide and the tread extremely narrow, only 4½ inch. The cranks are square, large design, 6⅝ inch, are much superior to the round owing to the resisting properties of the extra material at the four corners. A weak, inferior crank is most annoying to the rider, as it soon becomes twisted and the pedals have a strong tendency to make the rider pedal with difficulty. The crank-fastening device is very compact and strong, abolishing the cotter pins, being locked by a screw cap.

The handle bar fastening is automatic. This abolishes the clamp and bolt and allows a low adjustment of the bar. The handle bar is octagon design and is shaped on the most graceful lines; it is adjustable in 40 different positions. The head fittings are compact, using 3-16 inch balls.

In the oval rear forks two frame braces, ¾ x ¾ inch, are used near the bottom bracket. Being of a compound strain one brace acts as a resistance against the other, and vice versa. This is why the Canada responds so quickly when the sprint is commenced, and also to its raking design of 67°.

The pedals are the International design, rat trap and rubber combined. Either one can be used by simply pressing the sides with the hand; they always find the foot, never come up edgeways.

The hubs are Morrow's best, positively dust-proof, and the oiling device direct to the ball races by a revolving screw cap.

The chain is the Diamond No. 7 Indianapolis, white centre, extra polish and champhered. The bolt and nut is done away with. This is the same chain that Macdonald used on his great ride from San Franciso to Picton, Ont. The saddle is the Smith Hygienic. The seat-post is a reversible "L," doing away with the clumsy "T," and by releasing the Hex screw forward or rear position can be used.

The spokes are 15 x 17, "G" double swaged, using 32 to front and 40 to rear. The rims are Dominion non-splittable birdseye maple.

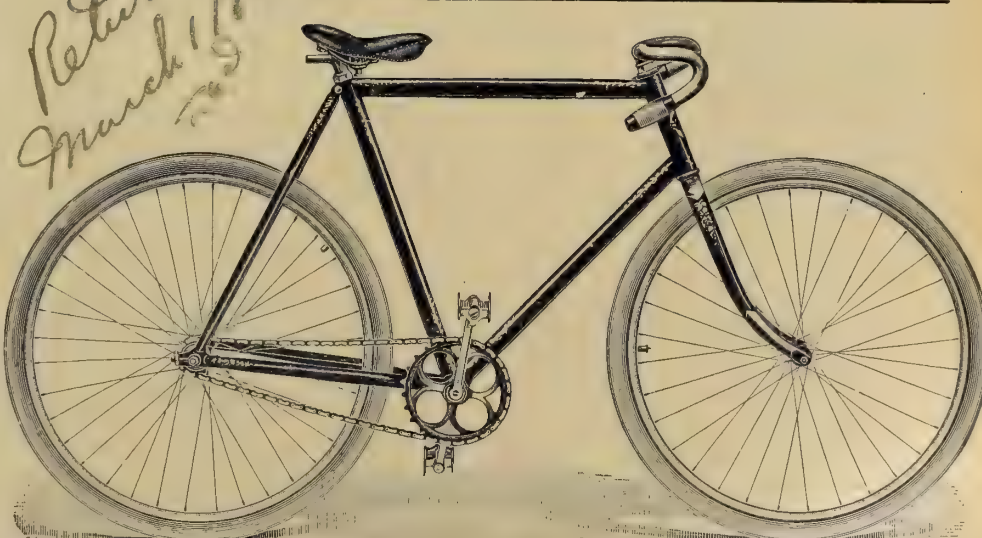
The tires are Dunlop, unless otherwise requested. The name plate is a pretty maple leaf in scratched silver, with the word "Canada" in dark blue, with a ring on the outside of the leaf.

Lastly, the sprockets: the front has 31 teeth and the rear 12. These large gear combinations are far in advance of the ordinary. They allow a 3-16-inch chain with perfect safety, and prevent strain on the bearings. In a test on an 80 gear of these sprockets over a 72 with the ordinary the 80 won every time. The test was made in climbing a steep hill. Mr. Macdonald stated that, while others had to walk the steep hills, he took them all into camp with his Canada.

The standard finish of the Canada will be black, with oval crown and all bright parts nickeled on copper. The ladies' Canada is a modern beauty. It has a raking design of 67 degrees and 2½-inch drop, and the top bar is so constructed as to prevent the skirts from flying. It is equipped with the Frost gear case, which is a perfect protection to the chain, from the dust and rain. The other specifications are same as the gents' Canada, and sell at $80.

The company also manufacture the Peerless, a medium grade, for $50, which is of equal value to the Canada, for the price. Parties interested will do well to correspond with W. Boulter & Sons, Picton, Ont., before contracts are closed.

W. Boulter & Sons have decided to equip their Canadas with the New Departure automatic brake. With this brake, all that is necessary is to back pedal, which causes the brake to take action, and slows the wheel up gradually as the power is applied. This is an excellent feature, and one most commendable.



Hobbs' Line for 1898

WINCHESTERS, - $60
PACER, (Gents) - } $50
LA BELLE, (Ladies) }
PILOT, (Gents) - } $40
PILOT, (Ladies) - }

Hobbs' Winchester—Purely High Grade.

The backbone of high prices broken. Ask for discounts and catalogue.
Agents wanted in every town . . . .

HOBBS MANUFACTURING CO., LONDON, ONT.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 11, 1898.

HARDWARE.

TRADE in general hardware has been picking up during the past week, the country roads having become passable again after the recent severe snow storms. In addition to this improved enquiry from the eastern sections, orders have been coming in freely from the Northwest. There has also been more disposition exhibited to book ahead for spring shipment, and altogether the prospects are encouraging for a good spring trade. Values, as a rule, show no change, and the withdrawal of wire prices across the lines is not expected to have any immediate effects on values on this side.

BARB WIRE — The withdrawal of prices by makers in the United States is likely to effect future prices, but most of the jobbers here have contracted ahead pretty liberally, and they still quote $2 f.o.b. Montreal, as the basis.

PLAIN WIRE—Makers report good orders for spring delivery, and some of them do not seem to think that the withdrawal of prices across the lines will have any immediate influence on Canadian values. Discounts are 35 per cent.

WIRE NAILS—There has been more enquiry for these during the week though the actual volume of business has not been appreciably increased as yet. Values are unchanged at $1.90 f.o.b. Montreal.

CUT NAILS—Have ruled quiet, but enquiry for them is commencing to pick up. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Dull and unchanged, with discounts 50 per cent.

HORSESHOES—Very little doing in these. We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—A fair enquiry is noted. Discounts are: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS WIRE — Unchanged at 20c. per lb. up to 16 gauge.

COPPER WIRE — As last noted at 20c. up to 10 gauge.

BOLTS — There has been a fair trade in bolts. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS—There is a moderate business in these. Discounts are: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES — Quiet: 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CORDAGE—Quiet and easier. We quote: Sisal, 7-16 and up-wards, 6⅜c.; ⅜, 6⅞c.; 5-16 and ¼, 7⅜c., and 3-16, 8c.; manilla, 7-16, 7½c.; ⅜, 8c.; 5-16 and ¼, 8½c., and 3-16, 9c.; lath yarn, 6c.

CHURNS — Business continues quiet in these with discounts unchanged.

CLOTHES WRINGERS—There has been a moderate demand, while prices remain at $29 for Royal Canadian.

SPADES AND SHOVELS—There are a few orders noted for spring shipment.

CUTLERY—There is some enquiry for the cheaper grades of knives for the Northwest.

BUILDING PAPER—Business quiet and prices steady. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —Quiet and steady: Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.

SHOT—Steady, at 6c. for dropped, 6½c. for chilled, and 7c. for buckshot less 12½ per cent.

CEMENT—Business is quiet, but, as noted last week, the market has a very firm tendency. We quote: English, $2.15 to $2.25, and Belgian, $1.95 to $2.10.

FIREBRICKS—Continue steady at $21 per 1,000 as to brand.

METALS.

Staple lines of heavy iron and metals show no change, but there has been more enquiry, and traders look forward to a good volume of trade during the coming spring.

PIG IRON —A few odd lots of American and Hamilton pig have been placed for forward delivery, but otherwise no business has been done. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; No. 1 Niagara, $17; Buffalo, $16.

BAR IRON—There has been some demand for bar iron, but few buyers appear to be in the market for any large quantities. In a jobbing way we quote $1.50, with car lots 5c. less, but large lots can be had at a concession upon these figures.

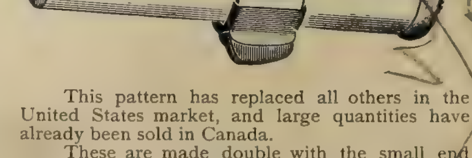
BAND IRON—A few small orders for this line have been put through at 25c. advance upon the bar iron basis.

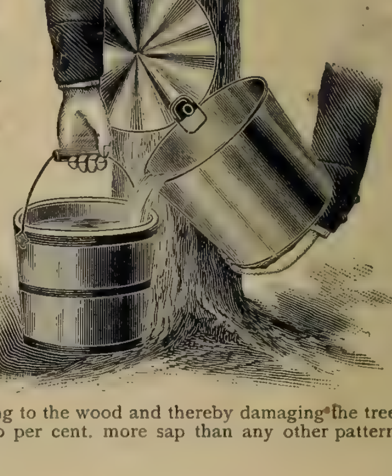
HOOP IRON—Business is picking up, and we quote $2 to $2.10, but this would be shaded for a round lot.

SHEET IRON—No change to report. We quote: 10 to 16 gauge, $2.10; 18 to 20

Sap Spouts

RECORD PATENT





This pattern has replaced all others in the United States market, and large quantities have already been sold in Canada.

These are made double with the small end closed, with the exception of a small hole, sufficient only to allow the sap to percolate, this prevents the air getting to the wood and thereby damaging the tree.

This spout does not injure the tree and will draw 30 per cent. more sap than any other pattern. For price write

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver

OLIVER

BARBED ANNEALED GALVANIZED **WIRE** NAILS STAPLES FENCING

COMPANY

Pittsburgh, U.S.A

The only manufacturers in the world who absolutely control the production and reduction of all the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.

Canadian Agents ... Montreal

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.

31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

gauge, $1.80; 22 to 24 gauge, $2; 26 gauge, $2.10, and 28 gauge, $2.15 per 100 lbs.

SHEET STEEL—There has been a fair enquiry for forward delivery in the staple sizes. The base price is unchanged at $2.25 for No. 24, other sizes the usual extras.

LEAD PIPE—Continues quiet at 7c. for lead pipe, and 7½c. for composition waste; discounts 27½ per cent. off.

GALVANIZED IRON—There has been quite a demand for galvanized iron, and some fair sized lots are offering for sale on this market, the seller being very firm in his views. In a jobbing way we quote Queen's Head, $4 to $4.15, and Blue Jay, $3.75 to $3,95 for No. 28 gauge, the latter being a brand that has just been introduced on this market.

TINNED IRON — There is no change in this line, and prices are steady at 5½c. for 6 x 30., No. 24, other sizes and gauges the usual extras.

PIG LEAD—Quiet, with a firm tendency outside at $3.75.

INGOT TIN—Business quiet and prices steady at 16c.

INGOT COPPER — There has been no change in copper, and we quote 12c.

SHEET COPPER—Quiet and steady. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—There has been very little doing in these. One good-sized order was on the market, but the terms offered did not suit the buyers. The jobbing range is $2.10 to $2.15.

TIN PLATE—Business quiet and prices steady. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I. X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

TERNE PLATE—There is little to note. A new brand on the Canadian market, Regina, is offered at a price equivalent to $5.75 to $6.

COIL CHAIN—There has been an active business in coil chain, especially in the staple sizes from ¼ to ⅝ inch, and prices are steadily held: ¼ inch, $4.75; 5-16, $3.80; ⅜, $3.25; 7-16, $3.15; ½ inch, $3.10, and ⅝ up, $2.80.

SHEET ZINC—Quiet, at 5 to 5¼c.

SOLDER—Very little doing and prices steady at 11 to 11½c.

SPELTER—Quiet, at $4.70.

ANTIMONY—Dull, at 10 to 10½c.

IRON PIPE—Makers state that the indications point to a firmer feeling on iron pipe, but the statement does not alter the fact that there is considerable variation in the prices asked. Nominally, the range is about as quoted herewith, but it is quite like-

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.

FACTORIES
...*MONTREAL*

CUT NAILS

Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

Gold Scales

— FOR —

KLONDIKE

LAMPLOUGH & McNAUGHTON
MONTREAL.

NOVA SCOTIA STEEL CO.

Limited
NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ly that a buyer could secure more favorable terms. We quote as follows: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2.25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSET BOXES—Prices on these are as follows: Ordinary washout, $12.50 to $18.50, and Zephon closets, $25 to $46, as to grade, complete with all fixings.

GLASS.

There is a fair demand for spring shipments, and prices are firmly held. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

Business has not quite recovered the steady tone which was interrupted by the recent succession of heavy snow storms, but the past few days have given clear indications of improvement. Turpentine maintains its strength at shipping points and we repeat our quotations of last week, the article being firm thereat.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 7c.; No. 1, 6¼c.; No. 2, 5½c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 46c.; boiled, 49c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 51c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c., 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 47½c.

COD OIL—In demand and firmly held. at 32½ to 37½c.

NAVAL STORES—Quiet and unchanged. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

The hide market is rather firmer for No. 1 beef hide, and we quote 7 to 9½c. Lambskins are unchanged at 90c.

ASHES.

Steady. First pots sell at $3.40 to $3.50, and seconds, $3.15 to $3.20. Pearls are not quotable.

COAL.

Unchanged. Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, delivered ex yard; Scotch steam, $3.50 to $3.60 ex ship.

PETROLEUM.

Fairly active and steady: Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities; American prime white, 13½c.; water white, 15c., and astral, 16½c.

MONTREAL NOTES.

Leads are hardening outside, and some people predict higher prices here.

Ontario buyers have been large purchasers of English cement on this market during the past week.

Alex. Gibb, the well-known packer, is introducing several new brands of English tin and terne plates on the Canadian market.

ONTARIO MARKETS.

TORONTO, Feb. 11, 1898.

HARDWARE.

BUSINESS appears to be gradually recovering from the quietude usual at this time of the year, more activity having been in evidence during the week. A good many forward orders are being booked, and in another month or so a brisk trade is anticipated. There have been no particularly striking developments during the week as far as prices are concerned; in fact, values are practically unchanged, except in one line of building paper. A fairly good business is being done in wire nails, and, if anything, the demand for horse nails is a little better tnan it was a year ago, although the quantity going out is still small. The demand for screws continues active, and a good trade can still be reported in stove, carriage and tire bolts. The feature in regard to clothes wringers is an increased enquiry.

BARB WIRE—Forward orders are still being booked, but trade is, on the whole, quiet. Jobbers are still quoting for future delivery at $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE—There is scarcely anything being done from stock. Business is practically confined to booking orders for future delivery. Discount on oiled and annealed, Canadian make, is 35 per cent., terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC.—The improvement noted last week for plain wire has been maintained and a few good orders have been received for coppered spring wire. Discount, 35 per cent.

WIRE NAILS—Shipments from stock, while numerous, are only for small quantities. A good many forward orders are still being received. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—No improvement is to be noted. We quote: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade is a little better than it was a week ago, but the volume of business is still light. Discount, 50 per cent.

HORSESHOES—Are quiet. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS.—Are still going out freely. Discounts are: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Business in carriage, tire and stove bolts is still brisk. Discounts are: Common carriage bolts, 3-16, ¼ and 5-16, 70 per cent.; do., ⅜ upward, 60 and 10 per cent,; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list; hexagon, 5¼c., off the list.

RIVETS AND BURRS—Trade is fair for the season. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifed, with urcatbox, $1.25.

ROPE—Trade is exceptionally quiet. We quote as follows: Sisal, 7-16 in. and larger, 6⅝c.; ⅜ in., 7⅛c.; ¼ and 5-16 in., 7⅝c.; 3-16 in, 8⅛c. Manilla, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8¾c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Trade is improving. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and

THE QUICKEST LAID
SHINGLE ON THE MARKET.

Eastlake STEEL SHINGLES

GALVANIZED OR PAINTED.

Have a patent telescopic side lock with concealed water gutter, that makes leakage impossible—and each shingle is squared, so that they can be very rapidly fitted together without any tugging or pulling.

This water gutter provides for ventilation or the escape of gases, etc., so that corrosion or condensation on the under side can never occur—this advantage is **only found in our Shingles.**

We want you to thoroughly understand the reliability of these goods—they may have been imitated, but can't be equalled.

If you haven't dealt with us, write at once for our catalogue—there's money to be made selling Eastlake Shingles.

...Metallic Roofing Co., Limited, Toronto

St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days

CLOTHES WRINGERS—Enquiries are coming in freely for, prices and shipments have also been somewhat better. We quote: "New Leader," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—Very little doing. Discount, 45 and 2½ per cent.

BUILDING PAPER—The price of tarred lining has been reduced 1 to 2c. per roll. Trade is quiet. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

LEATHER BELTING—Trade is moderate. We quote: Standard, 50 and 10 per cent.; extra, 50 per cent.

HINGES—Quiet. We quote as follows: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH—A few forward orders are being booked. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

CEMENT—Business continues quiet, with prices unchanged. We quote as follows: in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

CUTLERY—There is still a demand for hunting knives on Klondyke account. Otherwise trade in cutlery is quiet.

SPORTING GOODS—Guns, rifles, revolvers, etc., are still in demand for the Klondyke trade.

METALS.

There has been no material change in metals during the week.

PIG IRON—Prices appear to be stiffening a little. We quote Hamilton iron at the furnaces as follows: No. 1, $14; No. 2, $13.50; No. 3, $13. We quote United States iron on the track as follows: No. 1 foundry, $15.75; No. 2, $15.50; No. 3, $15.25.

BAR IRON—A number of enquiries have been received for prices, but actual business is small, and less than even a week ago. We quote: Base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON—Trade in these lines has fallen off during the week. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—The demand for the No. 1 quality has been fairly good during the past week. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

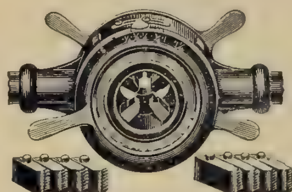
BLACK IRON—Is going out freely, some large orders have been booked during the week. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Trade is still active. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

TINNED IRON—Orders are coming in nicely, and stocks, except in a few standard gauges, are in fairly good condition. We quote as follows: Up to 20 gauge, $5.25 per 100 lbs.; 22 to 24 gauge, $5.75; 26 gauge, $6.25; 28 gauge,

STANDARD of AMERICA for 30 Years

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the **World**

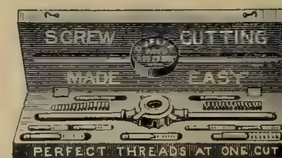


FOR PIPE.

In Stocks and Dies there is no better than

HART'S DUPLEX ADJUSTABLE.

Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A



FOR BOLTS.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—

This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.

H. L. Hutt, M. Pettit, Judges.

Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

ARMS FOR THE KLONDIKE

Where Wet and Cold Prevail must be chosen with CARE and JUDGMENT.

Consider—if you can keep the wet out of your rifle it will not *rust* nor *freeze*. Only

Marlin Repeaters

have **Solid Tops,** shedding water like a duck's back. Our *197-page book* (just out) tells all about them. Up-to-date information about powders, black and smokeless; proper sizes, quantities, how to load; hundreds of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations. All calibres 22 to 45; how to care for arms and 1,000 other things, including many trade secrets never before given to the public. *Free if you will send stamps for postage to* The Marlin Firearms Co., New Haven, Ct.

$6.75; special cut sizes, $4.50; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE AND TRAPS—Trade is quiet. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 27½ per cent.; traps, discount 25 per cent. on small lots, 25 and 5 on $10 lots, and 25, 10 and 5 per cent. on $25 lots and over.

PIG LEAD—Orders are nearly altogether on the small side. The outside market is firm. We quote pig lead, in small lots, at 4 to 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN—No sales of round lots have been reported, but business in small lots has been fairly good. There is rather an easier feeling in London, but in New York the market is steady. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—Orders are small. Copper is easier in London, but steady in New York. We quote 12 to 12¼c. per lb.

SHEATHING COPPER, ETC.—A number of good import orders for sheathing copper have been booked, but, in general, trade is quiet. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE—Although orders are small, a nice business is being done. We quote: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Quiet, and discount is unchanged at 60 and 10 per cent.

RANGE BOILERS—Trade is steady and still practically confined to boilers of U.S. make. We quote: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—Quiet. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—Trade is fairly satisfactory, a large number of shipments having been made during the week. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Trade is quiet at 5½c. per lb.

COIL CHAIN—An improved demand, principally for the larger sizes, is to be noted. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2 80; ¾ in., $2.75.

SHEET ZINC—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Quiet. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

PAINTS, OILS, ETC.

There has been a good general business done, orders for shipment on March 1 and April 1 being large and well assorted for all dry colors and shelf goods. There has been a large sale of linseed oil in anticipation of higher prices. The turpentine market has an upward tendency. Red lead, dry white lead and oxide of zinc are only in limited supply, and enhanced values are current in these goods, especially for round lcts. At the moment the shipping movement is light, but manufacturers are very sanguine that the spring trade will be a brisk one, as the country dealers speak more hopefully than they have done for years past. Varnishes and stains are receiving a good deal of attention from the leading Canadian makers and the importation of varnish and japans is gradually becoming less year by year, being replaced by Canadian makes, which are now used very extensively, even for the highest class work. Mortar colors, oxides and venetian reds are in fair demand. Putty is quiet. Paris green unchanged. While the demand cannot be called active, there is great strength in the white lead market and this encourages spring buying.

WHITE LEAD—Ex Toronto, we quote:

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

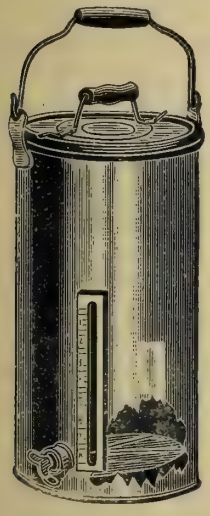
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.



Manufacturers of . . .

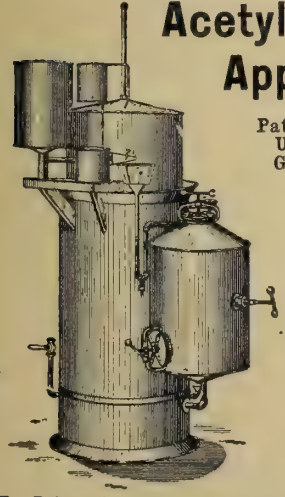
Creamer Can and Milk Can Fixtures

Bird Cages

Stamped, Retinned and Japanned Tinware

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus



Patented in Canada, United States and Great Britain

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light. Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

Pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

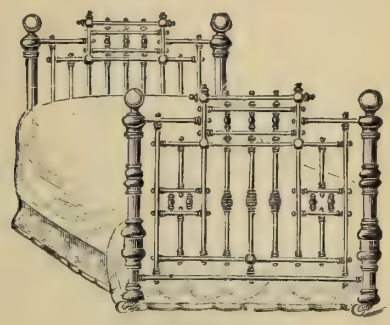
TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

GLASS.

Import orders are coming in satisfactorily. As no orders will be taken this year for less than 5,000 feet, some dealers notice a lack of small orders received in previous years. Those not placing such orders will have to buy on the market later, which fact will stimulate trade considerably. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL

Business is fairly active, with prices unchanged. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and



—Established 1859—

BRASS AND IRON BEDSTEADS

New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .

H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

--50th--
ANNIVERSARY!
ONEIDA COMMUNITY

1848! **Limited** **1898**

S. Newhouse

50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps

are sure to go and sure to hold.

hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

HIDES, SKINS AND WOOL.

Hides—A steady business is being transacted, with prices unchanged. We quote: Cowhides, No. 1, d 9½c.; steerhides, No. 1, 10c.; No. 2, 9c.; No. 3, 8c.

Calfskins — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

Sheepskins—Business is good, with prices steady, at $1.15 to $1.25.

Wool—There is a fair demand for pulled wools, the price quoted remaining at 20½c. for fleeces and tub-washed.

SEEDS.

In the absence of any demand, either local or export, for alsike or red clover, dealers are not anxious to buy, and refuse to give general quotations, as price is unsettled. Timothy is steady at $1 to $1.50 for machine threshed, and $1.75 to $2 for strictly choice to fancy bright unhulled flail-threshed seed.

COAL.

The situation is unchanged. Though the scarcity of smaller sizes of coal is still experienced, prices are unaltered. We quote: Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46; stove, $4.46; chestnut, $4.46, net tons.

PETROLEUM.

There is an active demand, especially for the Sarnia oil. We quote as follows in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Tarred lined building paper is from 1 to 2c. per roll lower.

UNITED STATES MARKETS.

New York, Feb. 10, 1898.

Pig Tin—London cables came a shade higher, and noted quite extensive dealings, but there was hardly a shadow of fluctuation in values here. Some business was effected at prices on the basis of 14c., free on board, but the buying moderates with the advance in prices, although the latter do not appear to be abnormally high, and nothing in the nature of purely speculative interest develops here.

Copper—There was nothing out of the ordinary line in purchases or enquiry for home account, but the export movement continues fairly large and serves to hold prices quite firm at about 11 to 11⅛c. for Lake Superior; 10⅞c. for electrolytic, and 10⅝ to 10¾c. for ordinary casting stock. London cables were slightly higher on merchant bars, and quoted selected copper firm at £52 upwards.

Pig Lead—Business of only fair amount was reported, and orders from consumers and jobbers were again on a moderate scale. There was no unusual offering for either spot or future delivery, however, and prices were held steady at 3.62½ to 3.65c. for carload or larger lots. London cables came unchanged, quoting £12 6s. 3d. for soft Spanish.

Spelter—Nothing more than ordinary business is taking place here, and eastern buyers generally seem very indifferent. Smelters are holding prices very steady, however, on the basis of 4c. for prime western, delivered here or at common point. London cables were rather firmer, quoting £18 for good merchant brands.

Antimony—There is little or nothing outside of ordinary movement, and prices are still quoted at 7¼ to 8¼c. as to brand and quantity.

Tin Plate—The market for both domestic and foreign plates remains quiet, and prices are without change.

Iron and Steel—There were somewhat better reports as to the volume of business in pig iron, but nothing of unusual nature is going on and prices are without change for the better. Orders for foundry and mill products are fair, as a whole, but the business that results is invariably at low prices.

STOCKS OF PIG IRON.

The report of the American Iron and Steel Association shows that the stocks of pig iron which were unsold in the hands of manufacturers or their agents on December 31, 1897, and which were not intended for their own consumption, amounted to 656,489 gross tons, against 827,263 tons which were similarly held on December 31, 1896. These figures of unsold stocks do not include pig iron sold and not removed from the furnace bank, nor pig iron manufactured by rolling mill proprietors for their own use. In adition to the stocks of pig iron above noted as unsold on December 31, 1897, there should be added 218,489 tons in the yards of the American Pig Iron Storage Warrant Co., which has passed out of the hands of the makers, making 874,978 tons which may be said to have been then on the market, against 973,678 tons which were similarly held on June 30, 1897, and 847,886 tons on December 31, 1896. The total quantity of stocks in warrant yards on December 31, 1897, was 275,800 tons, against 221,600 tons on June 30, 1897, and 200,700 tons on December 31, 1896.

It is noted from an exchange that several American bicycle manufacturers are experimenting with motor cycles with a view of putting them on the market in the near future. This will probably be one of the sensations for 1899.

CANADIAN BICYCLE IMPORTS.

According to statistics collected by Secretary Elliott, of the Canadian Bicycle Manufacturers' Association, no less than 23,601 bicycles were imported into Canada from the United States during the fiscal year ending June 30, 1897, an increase of 8,058 over the figures of the previous year.

For the fiscal year ending June 30, 1896, the following bicycles (17,513) were imported: From Great Britain, 1,949, valued at $58,294; from France, 17, valued at $599; from Germany, 4, valued at $167; from United States, 15,543, valued at $685,427.

Of these Ontario received 12,622, Quebec 2,417, Nova Scotia 294, Manitoba 639, British Columbia 621, Prince Edward Island 54, and Northwest Territories 15. For the same period bicycle parts to the value of $319,243 were brought in, of which $243,495 came from the United States.

At the port of Toronto, from June 30, 1896, to Sept. 30, 1897, 8,817 bicycles, valued at $251,191, were received from the United States, the total imports from all countries for the same period being 9,731 bicycles, valued at $286,144.

MASSEY-HARRIS WHEELS.

The Massey-Harris wheel will be as popular again this year as it has been in the past. It has several noted changes this year. The principal change is the drop in the bottom bracket to 2¼ inches, and a shortening in the head, thereby reducing the height of the wheel. Outside joint are used again, instead of the flush pattern. The triple crown must certainly add considerable strength to the wheel, as well as make it have a finished appearance. They have also reduced the tread to 4½ inches. Another good improvement this enterprising firm has adopted is the dust-proof hub, in which, for lubricating purposes, there is a direct oil lead to the balls, while the aperture is protected by a tightly-fitting screw to prevent any admission of dust, thereby making it purely dust-proof. The same two-piece crank and axle, with its ease of adjustment, as last year, is used again in their 1898 wheel. The Massey-Harris Co. is making three models this year, with 22, 24 and 26-inch frames, and weights ranging from 23 to 25 lbs. It is also paying particular attention to the ladies' model.

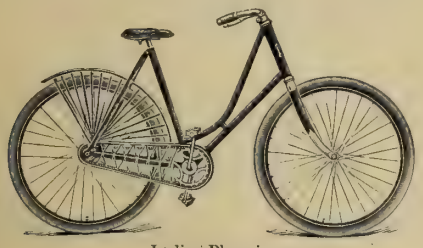
TO AVOID LOOSE PEDALS.

Pedals often work loose in their sockets through the wearing of the thread of the screw. The best way to overcome this is to wind the stem closely with coarse thread or darning wool. Then coat this with ordinary gum arabic. Screw on the nut as firmly as possible, and it will generally be found to hold securely.

PHOENIX WHEEL.

THE demand for the Phoenix wheel, notwithstanding the hard times, has increased so rapidly that the makers were compelled to expend a large amount of capital in enlarging their factory.

Guarantee—It is absolutely necessary that the purchaser should know that to make a

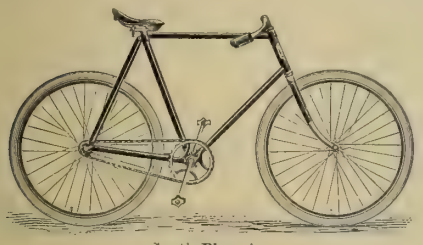


Ladies' Phoenix.

guarantee valuable it must be backed by the ability and willingness of the makers, which can, in this wheel, be relied upon.

Frame.—Note the design, which has as much to do with its strength as the materials used in its construction. Makers of Phoenix challenge a test of strength with any maker.

Forgings.—A notable fact in connection with the one-piece forged crank on this



Gent's Phoenix.

machine is that during 1897 not one was reported broken.

Forks.—As these must be altered annually to suit the demand of fashion, oval ones are being supplied this season.

Options.—At purchasers' request, agents will supply black or olive green, in 22 or 24 inch frames, 6½ or 7 inch cranks, choice of gears or tires.

M. & L. Samuel, Benjamin & Co., 26 to 30 Front street west, Toronto, are the sole agents for Ontario.

HARDWAREMEN AT HOCKEY.

A friendly game of hockey was played on Logan avenue rink, Toronto, last Monday evening, between the hardware teams representing M. &. L. Samuel, Benjamin & Co. and Russill's in the market. The game proved interesting to the large number of spectators. It was fast throughout, some brilliant plays being made on both sides. The score at half time stood 2 to 2, and when the whistle blew for full time each team had scored 7 goals.

The players who showed up to good advantage on the Samuel, Benjamin & Co.'s team were Adams, Morrow and Ryan, the last-named playing a star game in goal. For the Russill team, Murray, Kitchen and Mahoney proved to their admirers that they were always in the game. The date for the final has not yet been arranged. It is being looked forward to with a great deal of interest.

BOUND FOR THE KLONDYKE.

Messrs. Gus. Dennler and Joe Keller, Middleton, N.S., intend to go to the Klondyke.

Centennial Alaska Transportation Co. will put on two boats from Vancouver to Dyea and Skaguay. The company has purchased the Taksago in Japan for $50,000 and rechristened it the Centennial.

A party of ten left Wallaceburg, Ont., this week for Vancouver. Messrs. S. Somers and Thomas Crow left some time ago intending to purchase supplies at Chicago, but have since determined to outfit at Vancouver to save duty.

Two young men have started from Woodstock this month for the Klondyke and five others will start in a few days. They have nine trained dogs to draw their supplies, which will be purchased on the Coast. They go via Skagway, Teslin lake and up the Yukon to Dawson City.

There is a likelihood of a keen rivalry between the C.P.R. and the other western railroads for Klondyke business. The C.P.R. intends to keep Canadian rates $7.50 for first class, and $5 for second class less than any of the other lines. Rates are now low, but the prospects indicate even lower rates.

Messrs. Andrew McRae, James McRae, and John Lundy, left Guelph last week for the Yukon. They will be joined at Victoria by Messrs. Coleman, Crocker, Moore, and Capt. Le Blanc, of that city. They go via Dyea, the Chilkoot Pass and Tagish lake to Teslin lake, and will start prospecting on the Nisullin river.

An Almonte correspondent of The Ottawa Journal says: One of the latest victims of the Yukon gold fever has purchased a complete Klondyke outfit, including a sleeping bag, which latter apparatus he tested by sleeping in his garden last night while the mercury stood at 20 below zero. He reports having spent a very comfortable night, and seems none the worse for his Arctic experience.

An Owen Sound party, consisting of Ezra Brown, Henry Brown, Wm. Adams, Jas. A. Frost and J. C. Griffiths, will start on Tuesday next for the far off Klondike gold fields The party will go by way of Edmonton, and will first explore the district bordering on the Peace river. All the supplies, even to the harness of the horses, which will be purchased at Edmonton, have been bought from Owen Sound merchants.

LUMBER IN THE STATES.

THE Northwest Lumberman gives statistics showing that the lumber cut in the Chicago, Minneapolis and Duluth districts of the United States was 6,233,454,000 feet in 1897, as compared with 5,725,763,035 feet in 1896, an increase last year of over 500,000,000 feet. At the end of 1897 there was a decrease of over 50,000,000 feet in the stocks on hand, which shows that the demand increased even more largely than the supply.

The Chicago district seems to be on the decline as a producing area, a decline of 22,000,000 feet being noted during the past year, even though the cut in 1896 was 326,000,000 smaller than in 1895.

The centre of activity seems to be Minneapolis, in which city 477,269,000 feet were cut last year, as compared with 322,169,000 in 1896, an increase of 153,169,000 feet. Below the city the cut increased by 170,000,000 feet. Above it a gain of 65,000,000 feet was made. In the Duluth district an increase in the output of 150,000,000 feet was effected.

This cut included 462,230,000 feet of hemlock, besides 5,771,224,000 feet of white and Norway pine.

The hardwood production of Michigan, Wisconsin and Minnesota is steadily increasing, especially where settlement is increasing or pine is becoming scarce. The total hardwood cut for the year was 464,380,000 feet, as compared with 357,266,000 feet in 1896, an increase of 107,114,000 feet. As the business of handling hardwood is steadily getting into the hands of strong firms, a steady increase of their production may be expected.

PREFERENCES ABOLISHED.

A private letter to the MacLean Publishing Co. says: "A bill will be introduced in the Nova Scotia Legislature by Premier Longley to prevent assignments containing preferences. Bills of sale or chattel mortgages registered within a certain period before an assignment is executed by the insolvent are also to be declared void."

RANGES FOR THE YUKON RAILWAY.

The Gurney Foundry Co., Limited, Toronto, is one of the first firms to reap a share of the business which will be created by the construction of the railway from the Stickeen river to Teslin lake. It has received an order for and shipped a car of Oxford steel ranges, to be used in the shelters, which are to be built at intervals of 25 miles on the route of the railway.

PERSONAL MENTION.

Mr. T. E. Aikenhead, president of the Aikenhead Hardware Co., is spending a few weeks at Rockledge, Florida.

Mr. C. M. Irwin, hardware merchant, Arthur and Grand Valley, was in Toronto on Thursday on a purchasing trip.

INFLUENCE OF DUNLOP TIRES ON BICYCLING.

TWENTY years ago dates the commencement of bicycling in America. In 1878 the total number of bicycles sold would not exceed 100. They were of the "bone-shaker" style, high and low wheel, with cone bearings. The first radical change was the introduction of ball bearings in the early 80's. Still, the high wheel did not become very popular. It was a fad—a sort of amusement that required more than ordinary agility, and some bravery. Very rarely was a bicycle seen outside the big cities. The Toronto boys formed a club, and commenced their club runs—the most popular run being to Whitby and Oshawa.

Then came the "safety." How folks smiled when a well-known bicycle ethusiast appeared on the streets of Toronto on a bicycle with two wheels about the same size, and he seated between them! But cycling was still irksome. One had to become hardened to it. A quiet steal of a ride on a sidewalk was a relief from the jolting roadway. No asphalt in those days.

Cushion tires displaced the hard rubber tires. They were an inch or so in thickness, and made of soft, spongy rubber. Then came an invention that revolutionized cycling. It was so simple and yet so far-reaching in its effects that bicycling and the making of bicycles at once took rank as an established mode of conveyance and a standard business.

J. B. Dunlop, an Irish veterinary surgeon, made the first pneumatic tire, and the people laughed at him when he first rode into Dublin. But his discovery was designed to accomplish great things. In a few years the invention was improved and perfected until it has reached that stage where nobody can find fault with it—as exemplified in Dunlop detachable tires. The difficulty that had to be contended with—punctures—has been easily surmounted by a simple device whereby the tire may be detached from the rim in a few seconds.

Dunlop tires are the standard equipment in cycledom the world over. Pick up any newspaper, in any country in the world, and wherever you see a bicycle advertisement you will nearly always see it followed by the strongest recommendation: "Fitted with Dunlop tires."

Advertising will help the best man or the best article to the position it ought to occupy—in the quickest possible time. One of the terse announcements of the Dunlop people is that their tire is "hard to hurt—easy to fix."

MR. RICHARD GARLAND, Manager for American Dunlop Tire Co., Toronto.

FOOT-WARMING PEDALS.

An invention essentially Parisienne is the foot-warmer. Owing to the excellence of the wood pavements in Paris, bicycles are ridden even in the depth of winter, the only discomfort being, of course, cold feet. Here, however, is an ordinary-sized pedal which opens, and therein is dropped a tablet of charcoal and coal composition, previously lighted with a lucifer match. The lid is then closed, and the heat soon rises enough to comfortably penetrate a thin sole. The tablets cost 2c. each, and burn up to three hours without flame, smoke or odor. Handles—hollow, of course—are also made on the same system.

"KING OF SCORCHERS" AND OTHER WHEELS.

Perhaps the most costly cycle coming into Canada during the past few years, and the cycle which has occupied one of the leading places as world's standard cycles, has been the "King of Scorchers." This cycle has a special tubing to its front forks, and rear forks and stays, a section drawing having the appearance of the figure 8. From the test certificate made at the School of Practical Science, this tubing appears to be much stronger than the ordinary front fork side, especially from side strains; the same holds good as against D tubing in the rear. The bearings of this machine are now so well known that it is not necessary to describe them, except to say that a slight change has been made, rendering them neater in appearance than ever, while still retaining their disc and lock adjustments and oil baths. The American features of flush joints, and a very effective two-piece crank shaft, have been adopted in one model, thus giving a most desirable combination for this market. These and other special features, combined with the quality of the goods, will undoubtedly retain for them a good demand amongst the wealthier class of the trade. The agents, E. C. Hill & Co., have also some superior lines in high and medium grade machines. The "Empire," which, we are told, is of the very best grade American goods, is a most handsome machine, and lists at $60, with a $5 reduction to cash purchasers. The bracket group is the most distinctive feature in this machine, and is certainly most effective and simple. The "Speed King" and "Queen" complete this firm's line of machines, and, while being offered to the public at $40 cash ($45 list), are fully guaranteed. Mr. E. C. Hill, the sole proprietor of the firm (a past president and present officer of the C.W.A., by-the-bye,) states that in this cheaper line he retains his old-time policy of handling good goods only, so that his agents should have no hesitation in recommending his splendid line of wheels to the cycling community.

Tire Getters.

You want value, we give it in the "GOODRICH"—write for Catalogue H. and learn why—full of information.

American Tire Co., Limited
164 King St. W., Toronto

Why are Globe Files and Rasps

THE STANDARD?

Because

They are made from high-grade Cast Steel
Are thoroughly tempered
Have sharp, strong teeth
Are durable and uniform

And are warranted to wear longer and cut faster than the different "fictitious" brands of American files which are sent into Canada, upon which the manufacturers refuse to stamp their names, or to guarantee as being first quality goods.

Any File or Rasp stamped "GLOBE" not proving satisfactory for the work for which it was intended will be replaced by the manufacturers immediately, who are located in the centre of the Dominion.

Prices always right—no duties to pay.

For sale by all prominent hardware dealers from Halifax, N.S., to Victoria, B.C.

Dentists' Files, Jewellers' Files, Tool Makers' Files, Bicycle Files, Mill Saw Files, Hand Saw Files, Railroad Files.

THE GLOBE FILE MFG. CO.
PORT HOPE, ONT.

THE ONLY GENUINE

Alexanderwerk

Meat Choppers

White enamelled inside . . . .
Red jap. and decorated outside

BEWARE OF IMITATIONS

Rice Lewis & Son

(Limited)
TORONTO

AN AUTOMATIC PUMP.

A remarkably interesting novelty, in the shape of an automatic pump, is now on exhibition at Settiner Bros., New 22 Reade street, New York. Apparently, this is an automatic bicycle pump, which will inflate a tire to any desired degree of hardness by the simple pulling of a lever by the rider after connecting the hose to his tire and dropping a penny in the slot. This result is achieved without the use of electricity, steam, or other artificial motive power, the air being forced into the tire wholly by the action of the lever moved by the hand of the rider. The great power necessary to effect this is secured by an arrangement of mechanical appliances entirely new to the construction of pumps. The pump is always ready for work, and when placed in front of road houses, or at any desirable places along boulevards or other public roads frequented by wheelmen, it should save bicycle riders a good deal of inconvenience and discomfort at a trifling cost. The machine is equally well adapted for pumping pneumatic carriage tires. A company is being formed for the purpose of putting out 10,000 of these machines in the spring, and rights will be obtained in all foreign countries where the bicycle is extensively used. The inventor is a New York newspaper man who has worked several years on the devise, and has covered the invention with over 30 claims for patents.

In appearance the pump is not unlike a flask three feet in height, wholly of metal, handsomely painted, with no part of the mechanism showing except the actuating lever.

The air hose is fitted with a quick-adjusting connection, fitting any bicycle valve, and which is attached by a single movement of a lever-like clamp.

Many experts have already examined the machine and have universally pronounced it the most important invention in bicycle accessories of the year.—Cycling.

A TIRE REPAIR SOLUTION.

The following method of repairing the cracks or fissures in rubber articles is given in L'Industrie Textil. First clean the surface fissure, or parts to be united, very carefully, and apply a cement composed of :

Sulphide of carbon	26 parts
Gutta percha	2 parts
Caoutchouc	4 parts
Fish glue.....	1 part

The edges of the rent should be kept together by means of thread and the article left to dry. At the end of from 24 to 36 hours the binding thread may be removed and the cement, which may have been squeezed out of the fissure, cut away.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

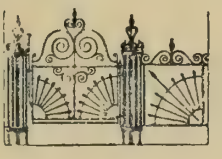
VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.

LONDON



IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

NORTH AMERICAN LIFE.

STILL IN THE FRONT RANK.

THE annual meeting of this company was held at its head office, in Toronto, on January 25. The directors' report presented at the meeting showed marked proofs of continued progress and solid prosperity in every leading branch of the company's business.

Summary of the financial statement and balance sheet for the year ended December 31, 1897:

Cash income	$ 699,550 49
Expenditure (including death claims, endowments, matured investment policies, profits and all other payments to policy-holders	454,367 26
Assets	2,773,177 22
Reserve fund	2,245,920 00
Net surplus for policy-holders	427,121 33

WM. McCABE, Managing Director.

Audited and found correct.

JAS. CARLYLE, M.A., Auditor.

The company's consulting actuary reported to the directors that he had very carefully examined the accounts and balance sheet of the company, as at December 31, 1897, and found that in every branch of the company's work tending to its solid progress and prosperity substantial gains had been made.

Your obligation for investment policies that matured in 1897 called for an outlay of over $89,500—the individual settlements not only being generally satisfactory, but, as a matter of fact, comparing more than favorably with the settlements made by other companies upon similar forms of policies.

The President, Mr. John L. Blaikie, on moving the adoption of the report, said:

"As on many previous occasions, you will be pleased to observe that in everything that goes to make a life insurance company successful the North American Life again shows progress, solidity, and gain for the policy holders.

"For example, compare the business of 1897 and 1896 under the following heads:

		Increase over 1896.	Per centage of Increase.
Assets as at Dec. 31, 1897	$2,773,177.22	$257,343.81	10.2
Cash Income	699,550.49	57,768.41	7.
Ins. in force	18,945,878.00	1,451,708.00	8.3
Premium Income	582,131.96	42,670.41	7.9
Interest Income	147,118.53	15,092.00	14.8

"The assets of the Company are of a high class, and after providing for every liability, there remains a net surplus of $427,121.33, the percentage of net surplus to liabilities being 18.2, and the percentage of assets to liabilities being 118.2.

"A year ago I submitted a table showing the experience of eleven companies doing business in Canada, the amount of insurance issued, the total terminations each had experienced, and what the percentage was. The North American made a far better showing than any of the eleven, and official figures given in the last Dominion Government report, showing a like experience, again places the North American in the first position."

The Hon. G. W. Allan, vice-president, said:

"I think the very best evidence of the excellent character of the assets of the company and the care shown by the directors in the investment of the funds, is the large increase in our interest income for the year, namely, $15,092, and the fact that our interest and rents, due and accrued, at the end of the year, should show a decrease of $1,119.57 Now, here is the position of our assets. We have invested in—

	Amount.	Percentage of total assets.
Mortgages, etc.	$1,108,563 93	40
*Debentures	635,197 89	22.9
**Real estate	292,263 83	10.5
Stocks and bonds	203,331 44	7.3
Loans on policies	176,381 61	6.4
Loans on stocks	157,780 00	5.7
Outstanding premiums in course of collection, and quarterly and half-yearly premiums, being balance of year's premiums not yet paid	100,460 37	3.6
Cash in banks	57,743 07	2.1
Cash on hand	31 78	
Interest and rents, due and accrued	38,376 95	1.4
Reversions	3,046 35	.1
	$2,778,177 22	100.

*Market value exceeds this by $21,425.15.
**Including the company's building.

"I think you will agree with me, this shows a highly satisfactory state of affairs, and must be doubly reassuring to all the policy holders of the company, as well as its excellent agency staff, as to the high standard this company has attained among the life companies in this country. So far as I can judge, it stands at the head.

"Our real estate, as compared with last year, shows but a slight addition in amount, except that we have now added thereto our own home, this handsome building, in which we are holding this meeting. It was an excellent stroke of business on the part of the company in securing this property, as we have now every accommodation for the proper conduct of the business; in fact, one of the best equipped offices in the city, and the cost to the company will be but a moderate one. Already the space we have to rent is well tenanted, and the one office at present vacant is already bespoken. All the properties in possession of the company are well rented, and giving the company a fair return.

Mr. J. N. Lake, in moving a vote of thanks to the company's provincial managers, inspectors and agency staff, said:

"It will be gratifying to everyone interested in the company, and speaks volumes for the energy displayed by our agents, that our new business this month is the best business for January in the history of the company.

"It is interesting to note the great progress this company has made during the last ten years, as shown by the following table:

	7th Year.	12th Year.	17th Year.
Cash Income	$ 228,282 64	$ 434,626 42	$ 699,550 49
Assets	542,318 99	1,413 978 00	2,773,177 00
Ins. in force	6,971,39) 00	12,06),08) 00	18,945,878 00
Net Surplus	51,695 94	225,635 80	427,121 33

"You will see that the cash income increased over three-fold; assets over five times; insurance in force, nearly three-fold; and net surplus, nearly eight-fold—the latter indicating that the company is a good one for the policy-holders."

Mr. McCabe, managing director, said he could heartily endorse all that had been said as to the efficiency of our agency staff, and the energetic and satisfactory manner in which they had accomplished their work during the year just closed. He knew that the agents had unusual competition during the latter part of the year, owing to four new companies having commenced operations during 1897.

In this connection he said that, of all the companies starting about the same time as the North American or subsequently, not one of them outside of our own has met with but moderate success.

The mere fact of a company having a large capital, and especially rushing a large amount of business on its books in a short time, means a very large liability by way of the reserve required by the Dominion Government, and must result in a loss to the company. This experiment had been made a few years ago, disastrously, by one of our companies.

Certain methods of conducting business may, on the face, have the appearance of success, but ultimately can have but one result. The course we have adopted has been a conservative one in every way, and we propose to follow that course, believing that our first interests must be those of our policy holders, and that ultimately the test of the business between the different companies is "What are you doing, and what are you likely to do, for your policy holders?"

Mr. Galley, in referring to the company's loans, said:

"In looking over this mortgage list I was pleased to find the satisfactory manner in which the interest had been paid during 1897. The interest due and accrued on all loans held by the company showing a decrease, as compared with 1896, of $2,201.73.

"The position of the company is highly satisfactory, and as one of its earliest and large policy-holders, I feel very pleased at the position that the company has attained."

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experienced by the company during the past year, showing that the actual loss was favorable when compared with the mortality table.

After the usual vote of thanks had been passed, the election of directors took place:

President, Mr. J. L. Blaikie.

Vice-Presidents, Hon. G. W. Allan, Sir Frank Smith.

Managing Director, Wm. McCabe, L.L.B., F.I.A.

Secretary, L. Goldman.

A LITTLE HISTORY — Kings and Dollars.

In the reign of EDWARD IV

"WARWICK" made KINGS

In the reign of QUEEN VICTORIA

Warwick Bicycles

make Dollars for Agents who handle them.

Nothing succeeds like success, but success to be gained must be earned. The proud position of the WARWICK has been reached by **SUPPLYING** the **BEST.**

A full line, from the WARWICK Chainless to the WARWICK for the masses, at a popular price. All WARWICKS sold under the name and guarantee of the WARWICK. Get our prices before closing.

Warwick Cycle Mfg. Co.
Springfield
Mass.

Canadian Trade supplied from ...

54 Beaver Hall Hill
MONTREAL

IMPROVEMENTS IN THE WARWICK.

THE improvements in the Warwick 1898 wheel are so numerous that it is impossible to detail them all here. Of course, the new chainless wheel heads the list. It is built on exactly similar lines to the chain wheel, with the exception of the lower bracket which is altered to suit the gears. The latter are placed in the centre of the hanger, not at the end. This divides the strain between the cranks. The arrangement is simple and can easily be adjusted. The gears are neatly cased in such a way that they can be run in a bath of oil. The cases covering the gears are attached by two screws, so that a small screwdriver is the only tool needed to get at them.

The Warwick chain wheels are up-to-date in every way, and are constructed on lines suggested by the experience of 1897, with their celebrated racing wheel, model 40, and the staunch easy running ladies' wheel, model 42. Both models have been beautified by the introduction of a new arch front fork crown of special Warwick design, and also by new pattern rear forks and stays. The old bolt fastenings of the handle bar and saddle-post have been replaced by inside fastings.

The Warwick Bicycle Co. have always ived up to the motto of their wheels "Bui on Honor," and it is safe to say that their '98 production will give as complete satisfaction as its predecessors. Their new catalogue will be out shortly, and will be sent on application. All Canadian business is transacted by their Montreal office, 54 Beaver Hall Hill.

LABRADOR GOLD.

Editor HARDWARE AND METAL: In your last issue of HARDWARE AND METAL a paragraph appears relating to gold discoveries in Labrador. Will you kindly acquaint the writer if it be a placer or quartz mining which is being carried on there, the best route from here, and the point in Labrador where operations are going on? J. D.

[REMARKS: The paragraph referred to came in the shape of a press despatch. Perhaps some of our readers can furnish the desired information.—THE EDITOR.]

$350,000 IN KLONDYKE SUPPLIES.

Mr. L. C. Philips, special Klondyke agent of the Alaska Exploration Co., arrived in Montreal a few days ago. It is said that he will spend $350,000 in Klondyke supplies from Montreal merchants. He represents the richest mining company on earth, having an all-paid capital stock of $1,000,000.

A PUNCTURE-PREVENTING FLUID.

Worn pneumatic tires, and a good many new ones, for the matter of that, require pumping up almost daily to keep them at the right tension. More often than not this is due to the gradual oozing of the air through the pores of the rubber or through holes too minute to be detected by the ordinary eye.

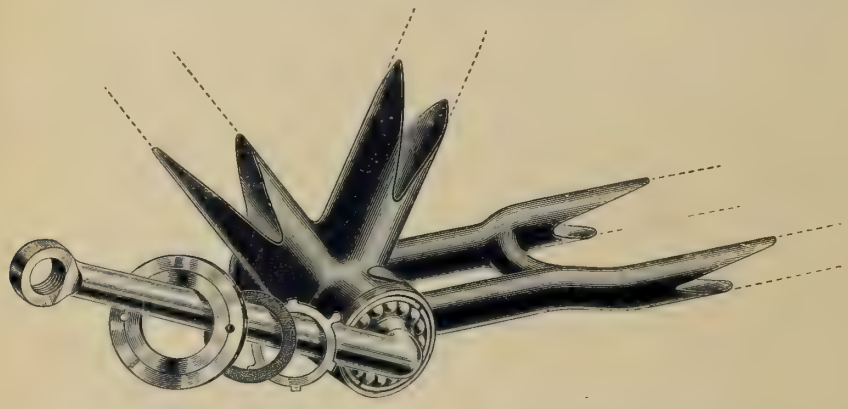
There is a sticky, glutinous solution, neatly put up in collapsible metal tubes, which can be procured from all bicycle supply houses, which will prevent this. One tube is the dose for each tire. Where the valve is removable it is taken out and the solution is poured in. The valve is then replaced, the tire pumped up and the wheel revolved for a few minutes to distribute the solution properly. It seals up at once all small punctures and stops the natural leakages of a worn tire.

In a tire with a non-removable valve the solution is injected into the tire with the air pump. A tube of this solution can be relied upon to satisfactorily settle all small punctures received en route and may be carried for this purpose in the wallet, but if each tire has already been dosed the cyclist is almost quite safe from the ordinary puncture. The extraordinary puncture, otherwise, the choicely termed "gash" will, of course, require patching.

THE RAMBLER.

BERTRAM, WILSON & CO., with the Ontario agency for the well-known Rambler as their high-grade line, and the Ideal, manufactured by the Shelby Manufacturing Co., as their medium priced mount, anticipate a large increase in their cycle business during the coming season.

The Gormully & Jeffery Manufacturing Co.'s product, the Rambler, has earned an enviable reputation, built up in 19 years' experience, and the appearance of this company's '98 model will not detract one whit from it. The distinctive features of this



wheel are the "dished" sprocket, the one-piece rolled steel forged fork crown, with the new style spear-head reinforcements, the lap-brazed fish-mouth and spear-head reinforced joints, the long-bearing distances, with a narrow tread and "L" cranks. The style of reinforcements employed by them were first used on Ramblers in '88, and it is the boast that they have yet to learn of one of their wheels breaking or becoming loosened at the joints. Particular stress is laid upon the strength of the front fork crown, which, being forged from one piece of solid steel, has no joints or parts to work loose. Instead of being perforated to receive the head tube, leaving only the thickness of the sheet steel, top and bottom, for brazing to the steering-head, the crown is forged with a tubular inner wall, to the entire surface of which the steering-head tube is brazed. The bearings are of the two-point variety, and have perfect dust excluding devices. The cones are straight tapered, permitting an accurate adjustment along a straight plane. A neat and easily detachable gear case is put on when desired. This wheel is supplied in nine models, from light and heavy roadsters in ladies' and gent's patterns to racers and tandems.

The Ideal bicycle, whose make-up is practically controlled by the G. & J. people, is out in eight models, at popular prices: $50 for ladies' and gent's, and $40, $35 and $30 for youths' and misses', boys' and girls' and juvenile wheels. They are well finished and of good value, the frame being of 1¼-inch seamless tubing with flush joints. Other features are an oval forged front crown, two-piece detachable cranks and axle, and large pattern bearings with ball retainers.

THREE TAKING WHEELS.

Hobbs Manufacturing Co., London, are pushing three brands of wheels this year, and claim the best that money can produce at the price of medium grades. They are Hobbs' "Winchester," "Pacer," and "Pilot." They claim in Hobbs' "Winchester," listed at $60, equality to any wheel sold at $75. Special features are two-piece crank and axle device, discarding all bolts and cotter pins, improved expander seat post and handle bar connections, no clamps, bolts or screws, absolutely dust proof ball-retaining and oil-retaining bearings throughout, handsome sprockets, arched steel fork crowns, genuine barrel hubs, Dunlop tires. In their medium-priced wheel, the "Pacer," sold at $50, special features are two-piece crank and axle device, absolutely dust proof, oil-retaining and ball-retaining bearings, arch crown, flush joints, Dunlop tires, and is a high grade in every respect. The "Pilot," listed at $40, is recommended to those requiring a cheap wheel, and has all the improvements found on low grade wheels, such as two-piece crank and axle, dust proof and ball-retaining bearings, arch crown, beautifully decorated and finished. They claim Hobbs' wheels with Hobbs' features and at Hobbs' prices bring business. They can supply both gents' and ladies' wheels in all grades.

COLORED HANDLE BARS.

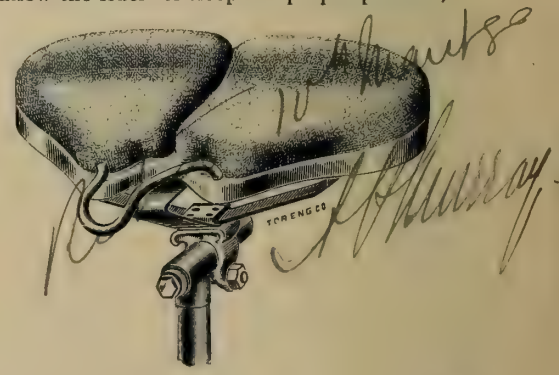
The standard color of bicycles for 1898 is black, and several makers, who exhibited fancy colored frames at last year's shows, have gone back to the more sober color. On the other hand, handle bars are now enamelled in all the colors of the rainbow, and they really please the eye of the fastidious. The popular colors are those imitating variegated marble, with grounds of dark red, brown and dark green.

The connection between the handle bar and the stem is in chased silver, and the felt and cork handles have given place to a knob about the size of an egg, also in chased silver.

Society cyclists have already caught on to the new fad, and next season, to be in the swim, it will be absolutely necessary to have a colored handle bar.

THE RATIONAL SADDLE.

Comfort in cycling depends so much upon the saddle, especially when long tours are undertaken, that riders are giving more and more attention every year to this important part of their outfit. It is, of course, a measure of one's incapacity to advise at all when one is misled into recommending any particular saddle for all riders. The most one can do is to fairly judge those which come under his notice and commend them, for the qualities they really possess, to the attention of dealers and riders. On this basis we have nothing but good words for the "Rational," a cut of which we herewith present, It is manufactured by the Rational Bicycle Seat Co., 50 Yonge street, Toronto. It has a narrower peak than the general run of saddles, and for the majority of riders this will probably be found an improvement, enabling them to travel longer dissances and with less fatigue. First quality leather is employed, tanned with oak bark. On referring to the cut of this common sense saddle attention is attracted to the pads so separated as to give good ventilation, and so constructed of material that they will not become hard or wear out of shape. These pads, which are slightly raised at the back, allow the rider to keep his proper position,



are supported on metal work resting upon double elliptical seat springs which gives all the comfort one could wish from a saddle. A special feature of this saddle is a short steel pommel which can be used when turning a corner or to prevent slipping. Mr. A, J. Murray, general manager, says they have the best money can produce. Write for prices and catalogue, and mention HARDWARE AND METAL.

THE SHIPS OF ST. JOHN.

Smile, you inland hills and rivers!
Flush, you mountains in the dawn!
But my roving heart is seaward
With the ships of grey St. John.

Fair the land lies, full of August,
Meadow island, shingly bar,
Open barns and breezy twilight
Peace and the mild evening star.

Gently now this gentlest country
The old habitude takes on,
But my wintry heart is outbound
With the great ships of St. John.

Once in your wide arms you held me,
Till the man-child was a man,
Canada, great nurse and mother
Of the young sea-roving clan.

Always your bright face above me
Through the dreams of boyhood shone;
Now far alien countries call me
With the ships of grey St. John.

Swing, you tides, up out of Fundy!
Blow, you white fogs, in from sea!
I was born to be your fellow;
You were bred to pilot me.
At the touch of your strong fingers,
Doubt, the derelict, is gone;
Sane and glad I clear the headland
With the white ships of St. John.

Loyalists, my fathers, builded
This grey port of the grey sea,
When the duty to ideals
Could not let well-being be.

When the breadth of scarlet bunting
Puts the wreath of maple on,
I must cheer, too—ship my moorings
With the ships of grey St. John.

Peerless-hearted port of heroes,
Be a word to lift the world
Till the many see the signal
Of the few once more unfurled.

Past the lighthouse, past the nunbuoy,
Past the crimson rising sun,
There are dreams go down the harbor
With the tall ships of St. John.

In the morning I am with them
As they clear the island bar—
Fade, till speck by speck the midday
Has forgotten where they are.

But I sight the vaster sea-line,
Wilder lee-way, longer run,
Whose discoverers return not
With the ships of grey St. John.

—BLISS CARMAN.

AN APT ILLUSTRATION.

Too many of the "cutters" resemble the old apple woman who sold her wares at 10 per cent. below cost whenever a customer took a dozen, because she believed in quick sales and small profits, but it's a dollar to a doughnut that most of them don't know what "cost price" is. They don't properly reckon up the items of rent, insurance, store service, depreciation of fixtures, various leaks, such as losses in weighing goods, and paper and twine, and in consequence they often sell below cost while they fondly imagine that they are earning a small but sufficient profit. Still, "cutting" has its uses. It serves the very useful purpose of removing the incapables from the business. —Merchants' Review.

HARDWARE DEALERS' MAGAZINE

Largest Circulation in its field in the World

One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

Diamond Pedal, 1898

Our Pedal in 1897 had a very large sale, and has an established reputation both for superior quality and attractive appearance. The 1898 line is now complete—nine numbers in all. You can make good money by handling this Pedal. Correspondence promptly answered.

The Diamond Machine and Tool Co.

Send for Illustrated Catalogue Delivered free. 78½ and 80 Wellington Street West, TORONTO

BRUSHES BRUSHES BRUSHES

DO NOT BUY till you see our NEW LINES

Our Travellers will call on you shortly, in ample time to supply your wants

. . For Spring Trade

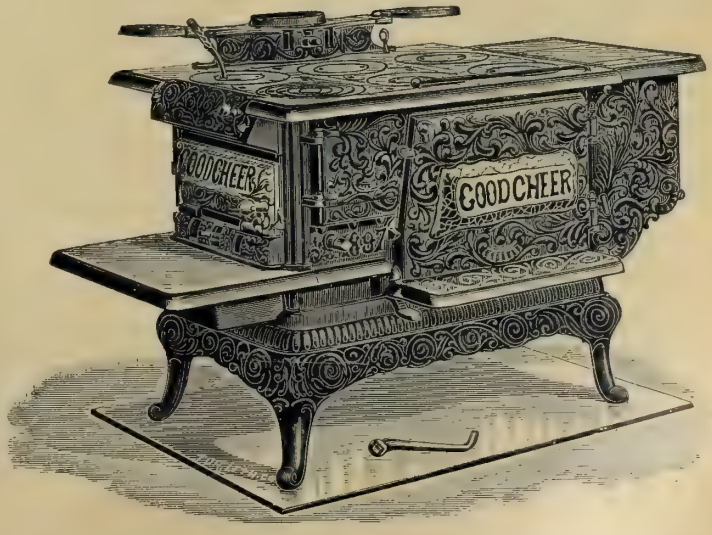
MEAKINS & CO. 313 St. Paul St. MONTREAL

MEAKINS & SONS King St. East HAMILTON

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

BICYCLE ENAMELS

Emery and Emery Glues
Baking Japans
Pumice Stone, Rotten Stone
Liquid for removing Brazing Dross
White Baking Varnish, Etc., etc.

SANDERSON PEARCY & CO., - TORONTO.

AUTOMOBILE TRICYCLE.

A MOTOR cycle that could be operated by the ordinary citizen, and which could attain as high a speed as the bicycle, has ever been the dream of inventors, and seems to be realized in the invention of M. Bouton, of France, who has perfected one that can be propelled at less than a three-minute clip.

The machine is termed an automobile tricycle, and is a three-wheel vehicle with the necessary motors and other attachments. The motive power of the machine is a vapor, caused by the mixing of air and gasoline, and ignited by a spark.

It is fitted with two brakes, one on each side of the handle bar. The one on the left works on the front wheel, the same as an ordinary spoon brake; while the other is a band brake on the rear axle. These two brakes make it possible to stop the machine within fifteen feet, and prevent any possibility of it getting beyond the control of even a novice.

The propelling power of the machine is gasoline and air, forming a vapor that is exploded by an electric spark. The storage battery which generates the spark is attached to the centre of the frame. The wires are conducted through an induction coil, attached to the right-hand side of the rear frame. In the middle of the rear frame is the engine and motor, the latter being connected to the rear axle by cog-wheels. The engine has a corrugated surface, thereby doing away with a water-jacket to keep the same from overheating. It has been proved, by actual use, that the engine can be run at full speed and still not become overheated. The explosion cell, where the gasoline is ignited, is a projection on the upper left-hand side of the engine. The tank holds three quarts of gasoline, which is sufficient to propel the machine about 65 miles.

The rider or operator of the machine carries a brass plug, which makes the connection with the electric battery. The left grip of the handle bar is made to turn on the handle, and, making a connection with the battery, gives control by a slight twist of the grip. Fastened to the top of the frame, just back of the head, is a lever controlling the supply of air. On the right-hand side, in a corresponding position, in another lever controlling the supply of gasoline. The three levers control the entire machine.

The minimum speed of the machine is seven miles an hour, and although the makers claim a possible speed of thirty-five miles an hour, the best attained to date is twenty-two miles.

The speed up to twelve miles an hour can be regulated by the air and gasoline supply, but greater speed is obtained by the use of another lever, which operates an electric interrupter. This interrupter causes the electric spark to burn more radidly, and any speed over twelve miles an hour can be obtained by regulating it. The cranks of the machine work on a ratchet, so that after starting, the feet can lie idle on the pedals. The rear wheels work on a differential gear. There are really two axles, working on two loose pinions in the centre, and allowing one wheel to be driven by the engine, while the other one can remain stationary.

The entire machine weighs about 300 lbs. Although rather clumsy and complicated in appearance, it is easy to handle. At any rate it is the forerunner of what we may expect in large numbers within a very few years.

ONLY FIVE STEAMERS.

The sale of the steamers Pennsylvania, Ohio, Indiana, Illinois and Conemaugh by the International Navigation Co. to the States Steamship Co. for the Pacific trade leaves but five steamships flying the American flag crossing the Atlantic ocean, says The Marine Record. They are the St. Paul, gross tons 11,629.21; St. Louis, gross tons 11,629.21; New York, gross tons 10,802.61; Paris, gross tons 10,794.86; Evelyn, gross tons 1,963.44, the latter three built in English shipyards and denationalized.

FOUR GRADES OF WHEELS.

Wm. Mann & Co., London, have four grades of wheels this year, viz., "London," "Capital," "Ohio" and "Alert," and should be in good position to fill all orders entrusted to them. Their "London" is a particularly high-grade mount with 1¼-inch tubing, two-piece crank hanger with no cotter pins, arch crown, closed-end hubs—thereby making them purely dustproof, square cranks, new chain adjuster—which permits of the chain being removed and the wheel taken out without disturbing the chain adjuster or the adjustment of the rear wheel, and flush joints throughout. The arrangement on the handle bar is such that the same bolt that holds the handle bar in position by expansion will also adjust it, and the same contrivance is used on the seat post. The "Capital" main frame is made of 1⅛-inch tubing, with flush joints throughout. The handle bar and seat post have double inside expansion binders, and a two-piece crank, without cotter pins, is used. The bearings are ball-retaining, and the gear combinations extra large. In the "Ohio" and "Alert" they have good value, and these wheels should make great sellers. They carry in stock both gents' and ladies', in all grades.

PATENT REPORT.

Below will be found the report of patents granted last week to inventors, in articles appertaining to hardware, by the United States Government. The report is prepared specially for this paper by Marion & Marion, solicitors of patents and experts; head office, 185 St. James street, Montreal: Nos. 598,442—J. Scheibe, door check; 598,379—J. P. Magney, door closer and check; 598,372—J. F. Hickey, door hanger; 598,468—M. J. Lynn, filter; 598,191—W. H. Wilcox, filter; 598,229 L. C. Norris, key fastener; 598,399—J. M. Sweeny, lock; 598,302—T. Craddock, nut lock; 598,304—I. A. Cunningham, wrench; 598,329—F. W. Starr, wheel rim; 598,300—W. Zander, snap hook.

SOME CUSTOMERS I MEET.

AN assistant writes in London Ironmonger as follows: "Much has been said and written about assistants in our trade, and, as a rule, the comparisons set up, say, with grocery and drapery assistants, have been unfavorable. The question naturally arises, do those critics understand what they are talking about? Do they look at the matter from an all-round point of view? I think not. Look what is required of the hardware assistant. He is expected to be able to advise upon all subjects connected with his trade; he must be familiar with all branches of his trade, and well-nigh all the details of every branch; and he ought to be an expert window-dresser; original, judicious and polite; a skilful buyer, fertile in inventing schemes for pushing and improving trade; a good stock-keeper. He must be versed in office work, and on the top of all this he is expected to know something of the sciences, and of the technical subjects pertaining to his calling. Surprise is manifested by his prospective customers should he not be acquainted with, or at least know something about, every new article which is put upon the market.

"Yet these are attainments rarely combined in one person. One man is a good salesman, another a keen buyer; another has a mind fertile with suggestions for advertising, another is a good organizer, and another is a good window dresser. Not only is the assistant sometimes expected to embody all these excellencies, but he is bound to demonstrate a possession of skill, patience, and tact, to evidence a pleasing address, and a capability of 'dancing to the tune' set by every class of customers, variable as the tune may be and too often is.

FIELD FOR THE HUMORIST.

"Now, as a salesman of long experience, I have often thought that our trade offers a splendid field for the humorist. The draper has his faddy folk to serve, but they almost, if not entirely, belong to one sex. The ironmonger has to deal with the crotchets of both sex. Take, for example, the garrulous customer. He afflicts every establishment, and is universally regarded as a bore. He will talk of any mortal thing rather than of business, and when at length something pulls him up he will worry your life out almost over the most paltry order. He will either misunderstand you or you will misunderstand him, and happy will you be if you do not apparently come off the worse for the fray.

"Apropos of misunderstanding, it is well to bear in mind that very frequently it arises from a lack of technical knowledge. Let us suppose that a lady asks for a lock which her husband requires. If her husband is a builder she may know what is needed, but if he is not then the chances are that the sum total of her knowledge is that she wants a lock. The kind, size, quality, etc., the salesman must find out, and it is often very amusing to hear the questions put to him, and the answers given—questions which are absolutely necessary. 'What kind of a lock is it?' echoes the customer in wonderment in reply to the salesman's question. 'Why, an ordinary lock, to be sure. You know what a lock is, don't you?' 'Certainly,' the salesman answers; 'but what sort of a door is it for?' 'A house door,' probably replies the customer. 'Is it for the front or back door?' further pursues the salesman. 'The front door, of course,' replies the customer, as if it were impossible for the house to boast of a back door, and that the said back door should be possessed of a lock. Do not think that now the salesman's troubles are over. Oh, no; he has yet to find out, by showing a sample of a rim-lock, what hand she requires—sometimes a most difficult matter. After showing a rim or draw back lock, and a mortice and a plate lock, finally the discovery is made that it is not a lock required at all, but a night-latch; but the salesman at the end of all this feels that life presents too many inscrutable problems, and the customer vows she will send her husband next time such an article is required.

THE POLITE CUSTOMER.

"Another class difficult to contend with is the 'polite customer,' who does not know what he wants, but he is so afraid of putting you to unnecessary trouble that he enters into a long and tedious explanation of his requirements. Now, before he gets one-quarter through his ditty, you perfectly understand what he wants, and yet you must bear with him to the end; but he seems to be proud of his knowledge, and is anxious to impart it to you. He works his fingers into imaginary shapes, draws an outline on a piece of paper, and goes into elaborate details. It is an experiment of his, or some hobby, or he has seen something like it somewhere. At the finish, you promptly produce the desired article, and he goes away expressing a thousand thanks, hopes he has not taken up too much of your valuable time, etc., and leaves you to meet your next case.

"Another customer met with is the jolly man—the man who always has a smile upon his face, morning or night, sunshine or rain. It is a pleasure to serve him, and when he has left the shop you feel that he has taken part of the sunshine away with him. Such a man as this is to be envied, and yet his life is much the same as that of anyone else, made up of worry, anxiety and disappointment, and it is only by sheer force of will that he wisely refuses to make it a mere existence for himself, and his company a misery to his fellows.

"Contrast this man with the surly customer, the man who grumbles because everything is not made exactly to his taste, who growls because an article is too dear, who complains because it is too cheap, who thinks you are not fit to stand behind a counter if you do not give him your opinion upon his purchase, and who is ready to jump down your throat if you do not agree with him. This is the sort of man who requires great tact to manage; he must neither be coaxed, forced, nor coerced. It is useless to argue with him; therefore, the only safe course to adopt is to allow him to have his own way entirely, not to interfere with his judgment, or rather, caprice, in any way; and, by being civil, obliging, and attentive, the salesman will soon find that his opinion and counsel will be sought for, and the customer's manner (to him, at least) will have undergone a complete transformation.

AN AWKWARD CUSTOMER.

"Again, there is another awkward sort of customer to deal with—the 'Can't you take less for it?' sort of person. He is a teaser; he asks your very lowest price, says he can buy the same article so much cheaper at 'So-and-So's'—can't you take less? The best and only effective way to deal with this class of customer is to stand firm to your original price. He may carry on his usual practices for a time, but when he sees you are firm, he will cease his protestations.

"These are a few of the customers an ironmonger's assistant daily meets. Do they not teach us to apply our minds closer to our trade; to endeavor to learn all we can? It can never be said that the trade offers no inducement to that end. It does, and it is within the power of every assistant to successfully cope with every type of customer, and to become an ironmonger, not only in name, but in reality."

DO BICYCLES AFFECT BUSINESS?

Nowadays, if there is an elopement, a stagnation in the peanut market, a glut in smoking tobacco, or a small attendance at the theatres, every one who is a loser points to the bicycle and says, "You did it."

The young man who was wont to don a starched shirt, a six-ply chin-scraping collar, skin-tight gloves and hot patent leathers to escort his girl to the theatre, now gets inside of an outing shirt, a pair of knickerbockers and low-cut shoes, mounts his wheel, and takes his sweetheart for a spin.

Last year, when the roads got in good condition for cycling, theatres began to suffer, girls didn't go because they had no escorts. —Gazette.

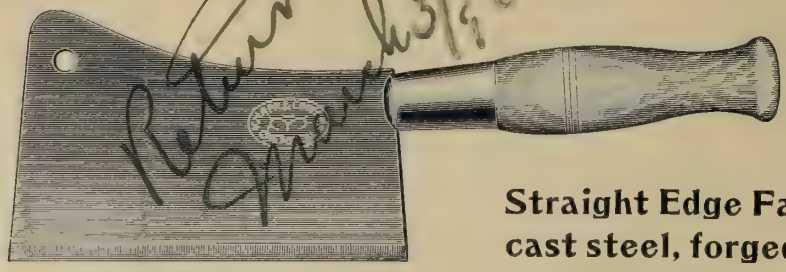
The Knapp & Cowles Mfg. Co., Bridgeport, Conn.
U. S. A.

SEND FOR

Catalogue..

of our Fall line of

HARDWARE SPECIALTIES



NO. 2 CLEAVER.

Straight Edge Family Cleaver. Best cast steel, forged ; with heavy steel ferrules. Perfectly balanced.

ROUND BOYS IN SQUARE HOLES.

YOU cannot look into a cradle and read the secret message traced by a Divine hand, and wrapped up in that bit of clay, any more than you can see the North Star in the magnetic needle. God has loaded the needle of that young life so it will point to the star of its own destiny ; and though you may pull it around by artificial advice and unnatural education, and compel it to point to the star which presides over poetry, art, law, medicine, or your own pet calling, until you have wasted years of a precious life, yet, when once free, the needle flies back to its own star.

"Rue it as he may, repent it as he often does," says Robert Waters, "the man of genius is drawn by an irresistible impulse to the occupation for which he was created. No matter by what difficulties surrounded, no matter how unpromising the prospect, this occupation is the only one which he will pursue with interest and pleasure. When his efforts fail to procure means of subsistence, and he finds himself poor and neglected, may, like Burns, often look back with a sigh and think how much better off he would be had he pursued some other occupation, but he will stick to his favorite pursuit, nevertheless."

Civilization will mark its highest tide when every man has chosen his proper work. No man can be ideally successful until he has found his place. Like a locomotive, he is strong on the track, but weak anywhere else. "Like a boat on a river," says Emerson, "every boy runs against obstructions on every side but one. On that side all obstruction is taken away, and he sweeps serenely over a deepening channel into an indefinite sea."

Only a Dickens can write the history of "Boy Slavery"—of boys whose aspirations and longings have been silenced forever by ignorant parents ; of boys persecuted as lazy, stupid, or fickle, simply because they were out of their places ; of square boys forced into round holes, and oppressed because they did not fit ; of boys compelled to pore over dry theological books when the voice within continually cried, "Law," "Medicine," "Science," "Art," or "Business" ; of boys tortured because they were not enthusiastic in employments which they loathed, and against which every fibre of their being was uttering perpetual protest.

It is often a narrow selfishness in a father which leads him to wish his son a reproduction of himself. "You are trying to make that boy another you. One is enough," said Emerson. John Jacob Astor's father wished his son to be his successor as a butcher, but the instinct of commercial enterprise was strong in the future merchant.

Nature never duplicates men. She breaks the pattern at every birth. The magic combination is never used but once. Frederick the Great was terribly abused because he had a passion for art and music, and did not care for military drill. His father hated the fine arts, and imprisoned the boy. He even contemplated killing his son, but his own death placed Frederick on the throne at the age of 28. This boy, who was thought good for nothing, because he loved art and music, made Prussia one of the greatest nations of Europe. — "Pushing to the Front."

NO DROP HANDLE-BARS.

A bit of odd police legislation has aroused Washington, D.C., wheelmen to a high pitch of resentment. After due publication the order was put into effect last week, and since then wheelmen have been watching for a judicial decision on the case with great expectancy. The regulation is as follows :

"Inasmuch as safety in passing with rapidly moving vehicles requires that the riders or drivers approaching each other shall be able to judge of the probable movement of the approaching vehicle, no cycle shall be ridden on the streets within the city limits with the lower end of the handle-bars on a plane lower than four inches below the top of the saddle at its centre, and the rider shall at all times keep his head in such a position as to command a view ahead of not less than 300 feet."

DEALERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth ? Do you know that the sale of

Enameline

The Modern STOVE POLISH

In Europe is more than the entire output of any other brand of Stove Polish in America ? Such is A FACT ! Why ? Because Consumers and the Trade demand ENAMELINE.

REQUIREMENTS OF A RACING MACHINE.

RIGIDITY cannot be overdone in a path-racing machine, as the purpose for which the machine is to be used requires it to be quite as rigid as a roadster. It is certainly lighter in weight, but only in certain places, which are required to be stronger in a roadster to stand the vibration of the uneven roads.

Generally speaking, a path racer is only used on specially-prepared tracks, where vibration is reduced to a minimum.

Some makers go to extremes in reducing the weight of their racing wheels, but experience teaches that this only reduces their stability, and although they may be attractive in appearance and weigh only, say, 18 or 19 lbs., they are practical toys not fit to enter into competition either in races or against the watch. It has very seldom been heard of such wheels going through the trying ordeal of a year's racing with satisfaction.

Racing men, as a rule, prefer their old machine until they have met with a certain amount of success on the new one, and in many instances an old wheel is better than a new one, inasmuch as it has been adjusted little by little until it is exactly suited to the rider's requirements. All the bearings are "alive" and this is where the life of a cycle comes in and not in the absence of absolute rigidity. No rider would be able to "jump" his machine with any degree of success, or, after he had got his pace up, would be able to ride almost without exertion, if his wheel was too light; a certain amount of power applied with his legs would not reach the driving wheel, but would be received by the frame and stay there.

Many people are under the impression that the bicycles ridden successfully have been featherweights, but this is by no means the case, as many riders will grant that a 24-lb. wheel with 25-inch frame, and geared to 88 or 106, will be found more satisfactory in every way for distances ranging from a quarter of a mile to four hours' rides, and they have been decidedly faster than lighter machines. Forks are made stronger by the absence of any flattening of the tube, and the same with the chain adjustment, thus making the machine as light as circumstances demand, but leaving it as rigid as a rock.

ARTISTS AT WORK ON CYCLE FINISH.

Apart from the Pederson cantilever frame, introduced by an English firm, there is little this year to remark in the way of novel frames. Finish and due attention to minor details are more evident, however; thus, G. Feve, of Paris, has his tubes corrugated, and with yet other tubes the corrugations are twisted or in spirals. Handle bars have been made the subject of much embellishment. There are handle bars which exceed in beauty the material they are meant to imitate, as marble, onyx, coral, turquoise, ivory, streaked black horn, etc. The transparency and purity of the colors are marvels to look at, while the surface is as close in texture as burnished steel. The metal is said to be galvanoidise, to use the maker's term. There are also handles made in these imitations for the ordinary handle bars, but the handle bars already described have small chased silver knobs in place of handles. The idea of the circular handle bar, or steering wheel, which was introduced in England three years ago, is seen here in the form of a long oval fixed vertically. It is one of many little inventions to give relief for an aching back by raising the hands to a new position. Some handle bars are completely encased in wicker work; yet others have rubber sleeves fitting loosely thereon, giving more freedom to the wrists than the fixed arrangements for encasing metal tubes.

WORTH MILLIONS TO B.C.

A letter just to hand from an old hardware salesman, who is now engaged in another business in Vancouver, says: "The hardware trade in general ought to do well on the Coast this year. Business has set in red hot. Everything is rushing, building going on in great shape, and old properties being renovated on all sides. The Klondyke craze will be worth many millions to British Columbia and Canada generally."

GROWTH OF THE VARNISH TRADE.

As an illustration of the expansion in the varnish branch trade of Canadian industry the Canada Paint Co. announces, in its annual circular to the trade, that the returns from this department of its business show the remarkable increase, in their varnish and japan department, of forty-three thousand gallons over the preceding year.

THE MONARCH.

E. N. Heney & Co., Montreal, are the Canadian agents for the Monarch bicycle. Very few changes are noticeable in this wheel from last year. A few minor changes in the bearings are the principal improvements. The Monarch crank shaft mechanism is of the two-piece pattern, the union being so nearly mechanically perfect that when united it is practically one piece, yet both cranks and axle can be instantly removed from the wheel without disturbing the bearings, or disconnecting the chain.

BICYCLES IN HARDWARE STORES.

IT is every day becoming more evident that the hardware store is the place to sell the bicycle. HARDWARE AND METAL has always believed it, and events are only bearing out what has been repeated in these columns again and again.

The bicycle department is now a recognized feature of every up-to-date hardware store, and we will venture to predict that at least 90 per cent. of next season's wheel business will be done by the hardwaremen.

It has taken time to arrive at this stage, and the manufacturers have had to be taught by bitter experience.

A few seasons ago the local agencies for the best wheels in the country were entrusted to anyone who would accept them. The town barber, butcher or bank clerk was welcome to it, no matter whether he had ever handled a wheel in his life or not. Men became bicycle agents simply to obtain a trade discount for themselves and their friends. Wheels were peddled through the country and sold at sacrifice figures; agents gave unlimited guarantees and accepted any terms the intending purchaser offered. It It is not altogether remarkable that these methods proved a failure.

There are still a few makers who are opposed to the wheel trade being placed in the hands of the hardwaremen. Instead, they advocate the establishment of bicycle stores throughout the country, handling wheels and wheeling supplies only, making it in fact a business of itself. The theory is plausible enough, but it never will stand a practical test.

The bicycle business is active for half the year only, and unless the margin of profit was extraordinarly large, the enterprising-like store proprietor might be under the painful necessity of taking up woodsawing or snowshoveling to sustain him through the chilly season.

It is improbable that anyone will be found with sufficient temerity to begin the business, for the exceptional facilities possessed by the hardware store make separate bicycle stores altogether unnecessary.

THE PLANET.

The Planet, manufactured by Samuel Bulley, Queen street, Toronto, will be found as compact a wheel as any on the market. Mr. Bulley is using 1 inch and 1⅛ inch tnbing with a considerable drop in the bottom bracket, thereby making a lower wheel to mount. This wheel will be fitted with the Eadie roller chain, so popular in England, and for which less friction is claimed than in any other chain. Mr. Bulley is a great believer in gear cases, and has imported the "Presto," which, if desired, is attached to every wheel, and adds very little to the weight. The Planet bearings have brass tubes carrying the oil direct to the balls, and the cases are ball retaining.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DANIEL SHELTON, general merchant, Kirkwall, Ont., has assigned to E. E. Freel.

Antoine W. M. Kelley, contractor, Montreal, has assigned.

Barton Gardy, salt dealer, etc., St. John, N.B., has assigned.

J. L. Langlois, general merchant, Amqui, Que., has assigned.

A. Linch, general merchant, Rossland, B.C., is asking an extension.

E. Roy, general merchant, Riviere Blanche, Que., has assigned.

The Cooper Machine Co., of Toronto, Limited, is offering 40c. on the dollar.

D. C. Rodden & Co., general merchants, Ont., has assigned to John McD. Hains.

Colson Hubbard, general merchant, Caraquette, N.B., is offering 30c. on the dollar.

James Craig & Sons, saw millers, Emsdale, Ont., have assigned to S. Armstrong.

J. Edgecombe & Sons, carriage makers, Fredericton, N.B., are asking an extension.

Camille Henault, grocer and hardware dealer, St. Barthelemi, Que., has assigned.

Josiah Perrin, general merchant, Pontypool, Ont., has assigned to Henry Barber, Toronto.

Pitts Bros., general merchants, Three Rivers, B C., have assigned to Howard Chapman.

Robert D. Perry, general merchant, Holbrook, Ont., has assigned to E. W. Nesbitt, Woodstock.

Crawford & McMillan, general merchants, Sandon, B.C., have assigned to E. M. Sandilands.

J. & R. Young, general merchants and fish dealers, Tracadie, N.B., have called a meeting of their creditors.

Alexis Berthelette, carriage maker, St. Laurent, Que., has assigned, and a meeting of his creditors will be held on the 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Viger & Beauchemin, carriage makers, Montreal, have dissolved.

A. H. Campbell & Co., bicycle dealers, etc., Montreal, are about dissolving.

Smith & McKay, contractors, Fort Steele, B.C., have dissolved, Smith continuing.

Holmes Bros., box manufacturers and brass finishers, Montreal, have dissolved.

Wm. Burritt & Co., general merchants, Yarmouth, Ont., have dissolved partnership.

R. Johnson, of Johnson & Stinson, harness makers, Stonewall, Man., has sold his interest in the business.

Chas. Burritt & Co., wholesale and retail general merchants, etc., Weymouth, N.S., have registered dissolution, Charles and Israel Burritt retiring and transforming their interests to William and James Burritt, who assume liabilities.

Corner & Harlow Bros., general merchants, Caledonia, N.S., have dissolved, B. M. Harlow continuing in his own name.

SALES MADE AND PENDING.

G. O. Shurson, saw miller, Fairview, B.C., is advertising to sell out.

The stock of H. B. Lafleur, general merchant, Ste. Adele, Que., has been sold.

Annie. E Smith, general merchant, Port Royal, Ont., is advertising her business for sale.

Crawford & Co., general merchants, Orillia, Ont., are advertising their business for sale.

The stock of E. A. Gauthier & Co., general merchants, Papineauville, Que., has been sold.

The stock of D. C. Rodden, general merchant, St. Hyacinthe, has been sold at 45c. on the dollar.

The Slocan Store Co., general merchant, Three Forks, B.C., has sold out to W. Hunter & Co.

The assets of P. D. Proulx, general merchant, Asbestos, Que., are to be sold on the 15th inst.

Macpherson & Co., manufacturers of threshing machines, Fingal, Ont., have sold out to the George White & Sons Co., Limited.

CHANGES.

The premises of the Montreal Aluminum Co., have been closed.

The Calder Lake Mining Co., of Ontario, Limited, has been incorporated.

C. S. Waugh, general merchant, Selma, N.S., has opened up in business.

Lavigne & Co. are giving up business as general merchants, in Marmora, Ont.

Robert Lee, general merchant, Connor, Ont., has been succeeded by T. O. Lyons.

John Donaghy, general merchant, Fordwich, Ont., has been succeeded by Wade Bros.

Joseph Patry will commence business on March 1st as general merchant in Maniwaki, Que.

Wm. Schroeder, general merchant, Chesley, Ont., has been succeeded by Martin Schroeder.

The Saugeen Electric Light and Power Co., of Ontario, Limited, has been incorporated.

Lewis McDonald, blacksmith, etc., Seaforth, Ont., has been succeeded by Robert Deveraux.

L. B. Currie has succeeded the firm, E. M. Currie & Son, general merchants, West Dublin, N.S.

R. R. Lister & Co., iron founders, dairy outfitters, etc., Montreal, have registered as incorporated in England in 1896.

Edouard O. Gagne has registered as proprietor of the Canada Varnish Co., dealers in paints, etc., Montreal.

Alfred Pelletier and Jean B. Hudon have registered as proprietors of the firm Pelletier & Hudon, wood and coal dealers, Montreal.

Joseph Desjardines and Joseph A. Hogue have registered as proprietors of the firm, Desjardines & Hogue, plasterers, Montreal.

Nathalie Gohier, wife of Joseph N. Arcand, has registered as proprietress of the firm Joseph N. Arcand & Co., painters, Montreal.

Raoul Claude and Regina Claude, wife of Emil Demers, have registered as proprietors of the firm Claude & Demers, dealers in hides, wools, etc., Montreal.

FIRES.

L. Meiklejohn, hardware dealer, Stirling, Ont., has been burned out.

E. F. Parker, general merchant, Stirling, Ont., has been burned out.

J. W. Stinson, coal and wood dealer, Toronto, has been burned out.

Robertson & Co., general merchants, Dunchurch, Ont., have been burned out.

Thos. S. Bradey & Co., general merchants, Antrim, Ont., have been burned out; insured.

A. W. Glassford, brass goods, etc., Montreal, has suffered damage to his stock by fire and water; insured.

The premises and stock of O. E. Wood, carriage builder, Winnipeg, were, on Saturday morning, destroyed by fire. Loss, $2,000; insured for $1,000.

DEATHS.

Henry Williams, general merchant, Manotick, Que., is dead.

Joseph O. St. Laurent, tinsmith, Lake Megantic, Que., is dead.

James Warnock, of James Warnock & Co., manufacturers of edge tools and carriage springs, Galt, Ont., is dead.

A QUESTION OF CRANKS.

Numerous attempts have been made to produce a crank in which the pedals should revolve eccentrically to the axle, and so give a larger leverage without correspondingly enlarging the circumference of the circle described by the foot. It was long ago recognized that if this could be attained without any complication it would be the greatest advancement in cycle construction, and hundreds of inventors have been working at this idea for years. Only one firm so far has achieved this increased leverage without waste of space.

In tests that have been made riders were enabled to climb the steepest and longest hills with comparative ease after they had completely failed on a bicycle fitted with the ordinary crank.

A BICYCLE MAN.

MOST readers of HARDWARE AND METAL know Mr. T. T. Cartwright, manager of the Warwick Cycle Co.'s Canadian branch in Montreal. The Warwick has been so systematically pushed that there is probably not a single dealer from Halifax to Vancouver who does not know the wheel, and Mr. Cartwright is so thoroughly identified with the bicycle he represents, that you cannot know one without the other.

He is an Englishman by birth, and began his business career in Birmingham with Clarbrough Bros., the celebrated manufacturers of fire arms. Later he was transferred to their American agency, where he remained until a more lucrative post was offered him by the Colt Firm Arms Co. From that renowned firm he went to another equally well known house, Smith & Wesson. Being thoroughly trained and experienced he was an extremely valuable man, and when the Whitney Gun Co. wanted a superintendent for its factory it selected him. The assistant managership of the American Fire Arms Co. fell vacant soon after, and Mr. Cartwright moved to Boston to take it. Here here remained till 1893, when he turned his attention from guns to bicycles, entering the services of the Warwick Cycle Co. After gaining considerable experience in the United States he became their Canadian manager.

Mr. Cartwright is a bicycle enthusiast, but he is crack shot and an admitted authority on fire arms as well. As a trap shot he has few equals, and during a recent visit to Europe he distinguished himself by his shooting at Wimbledon, Paris and Geneva. He has been a frequent contributor to American sporting magazines, and his articles on rifle shooting have attracted wide spread attention.

MR. T. T. CARTWRIGHT.

THE USES OF GRAPHITE.

Graphite is not used only by wheelmen, but also by manufacturers of bicycles and bicycle tubing. The wheel manufacturer utilizes it in many ways, and his engineer uses it as a lubricant, for making packings, and for many other purposes in and about his engine room, for which it is so peculiarly adapted, while the maker of tubing uses it in drawing his tubes. In fact, graphite plays an important part all along the line of bicycle manufacture, even doing service as a lead pencil in the office. It is a graphite paint, with which the manufacturer paints his smokestacks and his roofs. When the wheel comes from the factory the rider uses graphite on the chain for preventing wear of chain and sprockets. A bicycle will run longer, easier and wear less, if the chain and sprockets are properly treated with graphite. Graphite, charcoal and the diamond may properly be said to represent the three principal forms of carbon. They are much unlike in comparison, but chemically they are precisely the same, all three passing off, when destroyed, into carbonic acid gas.

BENEFITS OF THE BICYCLE.

Nobody can tell what further changes the bicycle is destined to make in our manners and customs, but thus far its general influence has certainly been beneficial. It is an enemy to loafing, to drunkenness, and a good many other vices of the town, which the strictest Sunday observance has not sufficed to suppress, and though, like anything else, it is liable to abuse, its merits will outweigh many faults. At all events, it cannot be stopped, and we may as well make the best of it.

If no other good has come from the use of bicycles in this country than the agitation for better roads, the wheels have served their purpose. Papers all over the country are crying for better work on the streets.

HIGH GEARED WHEELS.

The reason why larger gears have come into demand is that most riders have learned that they were wasting a lot of power on small gears. The larger ones were tried on the theory that it would be pleasanter to move the feet round slowly than fast. Practice proved that it was so, and also greater speed was got without proportionate increase of exertion. But very high gears are things to be avoided. It is far better to have some power to spare than to be called on in the first half-dozen miles to use all you have.

AN UP-TO-DATE WHEEL.

"The Sun," manufactured by G. T. Pendrith & Co., Toronto, is a really up-to-date wheel and should find ready purchasers, as it has all the latest improvements generally found in all first-class wheels, with arched crown continuous forks, D stay rear forks, two-piece cranks, cluster seat-post, drop frame 22 to 24 in., weight, all on, from 22 to 24 lbs. Finished in any color desired.

LOW HANDLE BARS PROSCRIBED.

The leatest freak in bicycling in some of the cities on the American side is the by-law prohibiting the use of drop handle bars on wheels. The regulation forbids riders using a bar with a drop of over four inches or to ride in such a position as to be unable to see at least 300 feet in advance. As to the practicability of enforcing the law wheelmen differ. Some are of the opinion that the law cannot be enforced, as it partakes of the nature of a sumptuary law. Already riders are casting about for means of evading the letter of the law. One man has for the purpose of ridiculing the law had special handle bars made, which, when dropped down to the limit, can hardly be reached by the rider's feet much less his hands, and when reversed present the other extreme. Dealers agree that the regulation will cause a demand for new bars. They will refuse to make exchanges, as they do not feel that they should be called upon to stock up with old bars and furnish new ones free of cost.

BRITISH IRON ORE IMPORTS.

"One of the most striking characteristics of the British iron industry is its continued dependence on foreign ore supplies," says The Colliery Guardian. "The Board of Trade returns for the year 1897 show that the total imports of iron ore into Great Britain during that period amounted to the unprecedented quantity of 5,968,680 tons, which would represent nearly 3,000,000 tons of pig iron, or the annual produce of about 100 blast furnaces. To convey this large volume of ores to our shores would call for about 2,000 steamers, carrying an average of 3,000 tons each, or an average of about six steamers going and coming every day of the year, including Sundays. More than 5,000,000 tons, or over five-sixths of the total ore imports, were received from Spain, and mainly, of course, from the region of Bilbao."

Plumber and Steam-Fitter

MONTREAL PLUMBERS DINE.

ON Thursday, Feb. 3, the Master Plumbers' Association of Montreal held their fourth annual banquet at the Queen's hotel. Like its predecessors, the dinner was a success, and the presence of the National Association's executive as well as a number of representative jobbers made it of more than ordinary importance. About 100 guests were present including: Messrs. M. Beaupre, J. P. McEntor, John Burns, James Addison, W. Skead, J. M. F. Trembly, T. Moll, James A. Sadler, Ernest W. Thurber, Capt. J. Giroux, R. D. Robins, H. G. McLaren, H. A. Lamontagne, F. Hurturbise, N. Simoneau, C. E. Thibault, J. M. H. Robinson, F. Duclos, S. E. Crevier, Alfred Blais, G. Pelletier, Louis A. Payette, R. J. Lockhart, W. R. J. Hughes, J. A. Hughes, Alex. A. Robertson, P. J. Canab, Capt J. H. Wynne, John Watson, A. J. Murray, T. O'Connell, G. Lecompte, Z. Cusson, ex-Ald. Germain, Geo. Moffatt, H. H. Brosseau, Joseph Mansfield, J. Hoffner, J. Lecompte, James Simpson, W. Stephenson, A. G. Booth, A. S. Walker, P. C. Ogilvie, G. C. Denman, Z. E. Martin, D. Dugas, T. E. Rouillier, T. Lessard, A. Paquin, A. J. Martin, E. Hebert, Z. St. Aubin, W. J. Wall, Robert, J. McLaren, J. McArthur, T. Christie, J. P. Lamarche, Ald. Laporte, Ald. Beausoleil, Ald Gagnon, Lieut.-Col. Massey, of the Gurney-Massey Co.; J. M. Taylor, of the Toronto Radiator Co.; Mr. Booth, Toronto Steel Clad Bath Co.; Mr. McMichael, of the Jas. Robertson Co., and others.

Mr. J. W. Harris, president of the association, occupied the chair, and seated with him were: Mr. James Wright, president of the National Association; Mr. Stevenson, of Winnipeg; Mr. Smith, of London; Mr. G. McKinley, of Ottawa, and Mr. W. Mansell, of Toronto, secretary of the National Association. Telegrams were received from Messrs. Perrier and Burton, of St. John, N.B., and James Doody and Thomas Campbell, of Halifax, the Maritime delegates announcing that all trains were snowbound, and consequently they would not be able to attend the banquet.

After ample justice had been done to the excellent repast provided, President Harris called on the company to honor the toasts of "The Queen" and "The Governor-General of Canada."

"The National Association of Canada" brought President James Wright to his feet. He dwelt on the benefit that every individual plumber derived from the national organization. He hoped that during his term of office an affiliation could be arranged between the National Association of Plumbers of the United States and the Canadian Association. He was of the opinion that Canadian plumbers should buy from Canadian jobbers and not from outsiders.

Vice-President Smith, of London, believed that the master plumbers and wholesale supply men should work together. He was in favor of supporting home trade and barring out American travelers.

Mr. McKinley, of Ottawa, eulogized the National Association for the good work it was doing, and spoke of the mutual profit which will come from closer relations between jobber and plumber.

Mr. Mansell, of Toronto, and Mr. Stevenson, of Winnipeg, also responded.

Ex-President Lamarche had some kind things to say of the Corporation of Montreal, which were warmly reciprocated by Ald. Beausoleil, Ald. Laporte, Ald. Gagnon, and Chief Sanitary Inspector Dore. The last named remarked that he hoped the local Board of Health would, in the future, make a point of consulting the Master Plumbers' Association on all sanitary matters.

"Our Guests" brought an eloquent and witty speech from Mr. J. W. Hughes. He expressed his regret that the lower province delegates were unable to be present. He thought the National Association was fortunate in possessing members like Mr. Stevenson, who were willing to travel from Winnipeg to Montreal in the midst of inclement weather, simply with a desire to serve the association.

In replying, Mr. James Simpson, of the Montreal Builders' Exchange, hoped that many of the local plumbers would connect themselves with the exchange.

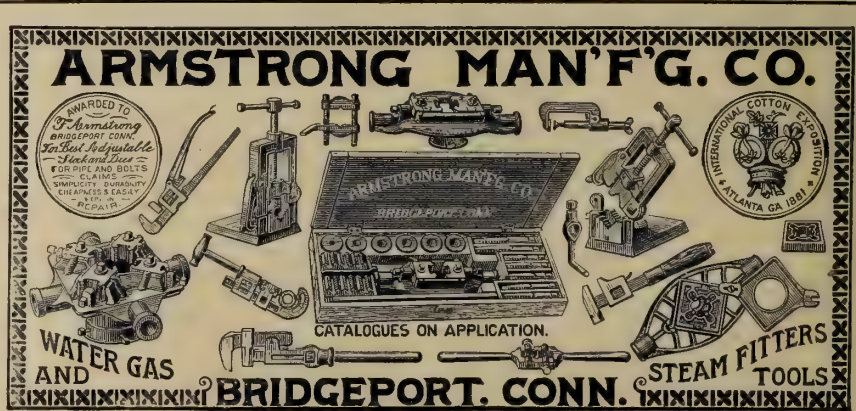
Mr. McMichael, of the Jas. Robertson Co., Toronto, and Mr. Taylor, of the Toronto Radiator Co., made appropriate speeches. Mr. Taylor assured the master plumbers of the good will of the manufacturers and jobbers. A few remarks were made by Mr. Moore, of Boston, and Mr. Anthes, of the Toronto Foundry Co., gave one of the most amusing speeches of the evening.

"Our Absent Friends" was fittingly proposed by Mr. W. A. Stevenson, while "The Ladies" was proposed by Mr. F. Hortan.

After singing "God Save the Queen" the gathering dispersed, everyone declaring it to have been one of the most enjoyable dinners they had ever attended. The banquet committee, to whom great credit is due for the excellence of the arrangements, were: P. C. Ogilvie, chairman; F. Hartman, secretary; J. Watson, treasurer; P. J. Carroll, Thos. Moll, Alf. Paquin, J. Lamarche.

PLUMBING AND HEATING CONTRACTS.

E. C. Mount & Co., of Montreal, have secured the contracts for the plumbing, heating and ventilating the Harvey house, Lachine; the plumbing, heating, ventilating and roofing of seven houses for Mr. G. E. Boulmer, Westmount, and for the heating and roofing of St. Stephen's chapel, Montreal.



T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Hardware, Plumbers' and Bicycle Specialties.

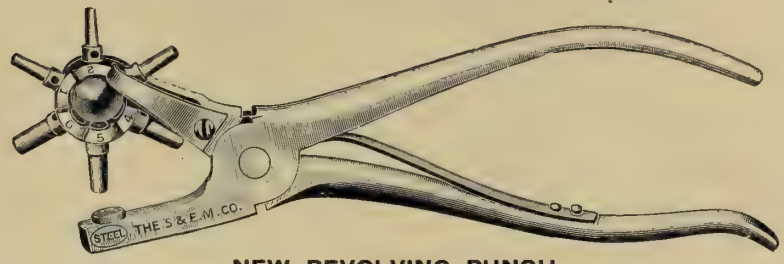
OUR GOODS ARE WELL KNOWN IN CANADA

No. 4

1898

CATALOGUE

Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

PLUMBERS AND SUPPLY HOUSES.

ON Friday last there was an important conference in Montreal between representatives of the plumbers' supply houses and the master plumbers. The supply firms represented were: Jas. Robertson & Co., Thos. Robertson & Co., the Gurney-Massey Co., Warden, King & Son, the Steel Clad Bath Co., and the Plumbers Supply Co. The master plumbers were represented by the executive of the Dominion Master Plumbers' Association: Joseph Wright, Toronto, president; W. Smith, London, Ont., vice-president; J. McKindly, Ottawa; Wm. Stephenson, Winnipeg; Joseph Lamarche, Montreal, past president; P. J. Carroll, W. J. Hughes, representing St. Johns, N.B., and W. Harris, representing Halifax, N.S.

The two committees having met, the difficulties which had existed were satisfactorily adjusted.

Master plumbers held meetings in their rooms. The morning session was devoted to confirming business transacted during the last six months. The evening session was devoted to matters affecting the wholesale and that of the master plumbers.

The sanitary condition of the different parts of the Dominion was discussed and the condition of Montreal severely commented on. They considered the laws here the least stringent of any, and it was decided, when the new health board is formed, that a deputation would wait upon them in this connection. The hope was expressed that the press and citizens would give their support to the committee in securing a revision of the health by-law.

It was decided that the next regular meeting of the National Association of Master Plumbers and Steam Fitters of the Dominion would take place at Quebec on June 29 and 30 and July 1 and 2. The executive will meet at 9 a.m. on June 29, and the general session will open at 2 p.m. on the same day.

The matters discussed by the supply people and the plumbers were in relation to infractions of the agreement signed last year by all the leading supply houses in the Dominion. The agreement binds the parties to it not to sell supplies to other than master plumbers, at the same terms as the latter. The point is a fruitful source of difficulty, and it is to be hoped that it is definitely settled.

PLUMBING AND HEATING NOTES.

Hyatt Bros. will put up two brick veneer cottages on Oak street, London, at a cost of $750 each.

The stock of J. MacKay & Co., plumbers, Montreal, has been damaged by fire and water, insured.

A syndicate of Montreal capitalists, is reported to have bought property on Front street, facing the Union station, with a frontage of 293 feet and 250 feet deep. The intention of the syndicate is said to be to build a large hotel on this site, to cost at least $100,000.

Mr. J. L. Blaikie has taken out a building permit for alterations to No. 185 Yonge street, Toronto, to cost $1,300.

Andrew Rodgers, plumber, Hamilton, has assigned to C. S. Scott. The liabilities are $3,800, and the assets $4,500.

James Sloan, Elizabeth street, has been granted a permit for the construction of an $800 cottage on Princess avenue, London.

Willliam and Walter Stewart have taken out a permit for a brick addition to a house on Fairmount avenue, Hamilton, to cost $800.

The stock of McKinley & Northwood, p'umbers and hardware dealers, Ottawa, has been slightly damaged by fire; insured.

Jessop & Sons, Limited, have taken out a permit for the erection of a two-storey brick warehouse at 80 Bay street, Toronto, to cost $8,900.

The value of the building permits issued in Hamilton, during January, was $15,500, as compared with $4,750 in the same month last year.

Alex. MacFie has secured a permit for $750 worth of alterations to the building on the northwest corner of King and Ridout streets, London.

A permit has been granted to Robert McCallum, 213 McCaul street, for the erection of four two-storey brick houses, at 231-237 University street, Toronto, to cost $7,500.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

Feb. 11, 1898.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 16¼
Straits 0 16 0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley: Per box.
I.C., usual sizes $5 00
I.X., " 6 25
I.X.X., " 7 50
J. R. & Co.—
I.C 4 75 5 00
I.X 6 00 6 25
I.X.X 7 25 7 50
Famous—
I.C. 5 00
I.X. 6 25
I.X.X 7 50
Raven & Vulture Grades—
I.C., usual sizes 3 25 3 50
I.X., " 4 00 4 25
I.X.X. " 4 75 5 00
I.XXX., " 5 50 5 75
D.C., 12½x17 .... 2 75 3 00
D.X. 3 50 3 75
D.X.X 5 50 5 75
NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3 00
I.C., special sizes, base... 3 05 3 15
20x28 .... 6 00 6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 7 50
I.C., Orion 6 00
I.X., Orion 7 25 7 50

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
X.X., 14x56, 50 sheet bxs }
" 14x60 " } 0 05¾ 0 06
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge 0 05¼ 0 06
" 26 " 0 06¼ 0 06½
" 28 " 0 07 0 07¼

Iron and Steel.

Base Price
Common Bar, per 100 lbs 1 50 1 55
Refined " " 1 80
Horse Shoe " " 1 80
Band " " 1 85 2 00
Hoop " " 2 00
Swedish " " 4 00 4 25
Sleigh Shoe Steel " 2 50
Tire Steel 2 50
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 14
Thos. Firth & Sons' Cast Steel 0 12 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07¾
2½ " 0 09¼
" 0 11

Steel Boiler Plate.

3-16 inch 2 00
" 1 90
inch and thicker 1 75

Sheet Iron.

gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 25 2 35
26 " 2 35 2 45
28 " 2 45 2 55

Canada Plates.

All dull, 52 sheets 2 25
Half polished 2 35
All bright 3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3 65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet.
Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.
Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots: Per lb.
16 gauge 0 03⅞
18 to 24 gauge 0 03⅞
26 " 0 04⅛
28 " 0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs ....
" ¼ " " 4 65
" 5-16 " " 3 75
" ⅜ " " 3 25
" 7-16 " " 3 15
" ½ " " 3 10
" ⅝ " " 2 80
" ¾ " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft 1 65 2 70
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards .... 0 15 ....
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.

English B. S., ton lots 0 12 0 12¼
Lake Superior ....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in. 0 20 0 22
" round and square 1 to 2 inches 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 .... 0 15 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 .... 0 25 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 19
" 35 to 45 " 0 15½ 0 16½
" 50 lb. and above, " 0 15 0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c off list.
eets, hard-rolled, 2x4 .. 0 20

Zinc Spelter.

Foreign, per lb 0 04¾ 0
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05¼
Part casks 0 05½

Lead.

Imported Pig, per lb 0 04
Domestic, per lb 0 03½
Bar, 1 lb 0 05
Sheets, 2½ lbs. sq. ft., by roll. 0 05½ 0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll 0 05 0 05½
NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.
NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Per
Bar half-and-half 0 11 0 11½
Standard 0 10¾ 0 11
Wire 0 17 0 19
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb 0 08 0 08½

Anti-Friction Metal Per lb.

"Tandem" A $0 19
" B 0 16
" C 0 10½

White Lead.

Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons 5 50
No. 1 do 5 22½
No. 2 do 4 75
No. 3 do 4 37
No. 4 do 4 00
Munro's Select Flake White 5 75
Elephant and Decorators' Pure 5 50
Brandram's B. B. Genuine 7 50
" " No. 1 .... 6 75
James genuine 6 70
" " No. 1 .... 6 20

White Zinc Paint.

Elephant Snow White 0 07
Pure Whiie Zinc 0 07
No. 1 .... 0 06¼
No. 2 .... 0 05½

Dry White Lead.

Pure, casks 0 04½
Pure, kegs 0 04¾
No. 1, casks 0 04¼
No. 1, kegs 0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon 1 00
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20
Canada Paint Co's Pure 1 00 1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
" Green 0 09
Chrome " 0 08
French Imperial Green 0 19
Mistletoe Window-Blind Yellow 0 14
Evergreen 0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt 3 00 3 25
American Oxides, per cwt .. 1 75 1 90
Canadian Oxides, per cwt 1 75 1 90
Burnt Sienna, pure, per lb 0 10
" Umber, " " 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03¾
Ultra marine Blue in 28-lb. boxes, per lb 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb 1 25
James' Gen. Red Lead, 100 lb 0 04¼
Pure Indian Red, No. 45, lb. 0 08
Whiting, per 100 lb 0 50

Paris Green.

Pure, in bbls. 0 14¼
250 lb. casks 14½
50 lb. drums 15
1 lb. packages 16
½ lb. " 18
¼ lb. " 20

Sulphate of Copper.

Casks, for spraying, per lb 0 04¾
100-lb. cases, do. per lb 0 05

Putty.

Bladders in bbls 1 80
Bladders in 100 or 200 lb. kegs or bxs 1 95
Bulk in bbls., per 100 .... 1 65
Bulk in less quantities 1 80
25-lb. tins, 4 in case 2 (5
12½-lb. tins, 8 in case 2 30
Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.). per gal.

Carriage, No. 1 .... 1 50
Extra do. 2 50
Body Varnish 4 50
Furniture Varnish 0 65
Extra do. 0 90
Demar Varnish 1 60
Hard Oil Finish 1 40
Orange Shellac Varnish 2 00
White Shellac 2 20
Rubbing Varnish 2 50
Polishing Varnish 2 50

Linseed Oil.

Raw, per gal. net 0 46
Boiled, per gal. net 0 49
Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net 0 50
Outside points 2c. more.

Castor Oil.

In cases, per lb 0 09½
Small lots 0 10½

Cod Oil, Etc

Cod Oil, per gal 0 50 0 55
Pure Olive 1 20
" Neatsfoot 90

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 22 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
A1 clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gon Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 50
Belgium "	2 35
Canadian hydraulic	1 10

Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn s, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis .25 percent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern "M" brand	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal.......... " 15
Mystic Metal.......... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz.......... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d 2 25
6 and 7d 2 15
8 and 9d 2 00
10 and 12d 1 95
16 and 20d 1 90
30, 40, 50 and 60d. (base).. .... 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral.......... .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.......... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross.......... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L. .... $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6 .... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.......... 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.......... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.......... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning.......... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz.......... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz.......... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs. 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6⅝	7¾
⅜ in.	7⅛	8¼
¼ and 5-16 in.	7⅝	8¾
Cotton	15	17
Russia Deep Sea		13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire..... ..... 0 60 0 90

SASH CORD.

Per lb.......... 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen.......... 0 70
"Empire," McMillan & Haynes, per ft.......... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only.......... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.......... 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... ....
Door, per doz.......... ....

SCREW DRIVERS.

Sargent's per doz.......... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.......... 2 30 2 45
" black.......... 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.......... 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.......... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz.......... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.......... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton.......... 15 00 18 00

Stove Polish.

No. 4—3 dozen in case.......... $4 50
No. 6—3 dozen in case.......... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.......... 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..........
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.......... 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.......... 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box.......... 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.......... 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.......... 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz.......... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.......... 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each.......... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.......... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off vised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per . lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart.......... .... 1 80
Galvanized, 4 barb, 4 and 6 inches apart 1 80
Galvanized, plain twist, all.. delv'd.......... ....
Plain twist.......... ....
Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

Henderson & Potts

NOVA SCOTIA PAINT AND VARNISH WORKS

HALIFAX, N.S., and 747 Craig St., MONTREAL

Japanese Enamels—for artistic decorative work and for baths—a great variety of Tints and Colors.

Carriage Gloss Paints—Easily applied—Dry quickly with a brilliant gloss—Eight beautiful shades.

Farmers' Waggon Paints—Ready for use in six different shades—Require no varnishing.

Cycle Enamels—Made with best hard drying varnish—Quick drying and durable.

Anchor Handy Varnishes in Lever Top Tins in three sizes—a great variety.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for North Bay Wharf," will be received at this office until Monday, the 21st day of February next, inclusively, for the construction of a wharf at North Bay, Nipissing District, Ont., according to a plan and specification to be seen at the offices of the Town Clerk, North Bay, and H. A. Gray, engineer in charge harbor and river works, Ontario, Confederation Life Building, Toronto, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for one thousand five hundred dollars ($1,500.00), must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, 31st January, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (8)

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y, (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

WE WANT TO HEAR.

WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.
61-63 FRONT ST. WEST, TORONTO.

How About Bicycle Enamels?

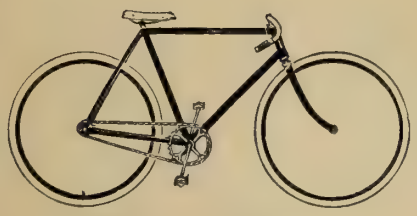
You will have to carry a full line of these this year, and what better brand can you get than **ROBERTSON'S?** You know how we make **Paints** and **Porcelain Enamels.** Well! we make **Bicycle Enamels** just as good. Every one is pleased with them as they are so easily applied and give such a high glossy finish, making an old wheel look just as good as new. Don't let your competitor get the start of you. Let us have your order at once. Our output last year was something enormous. This year we expect to do twice as much. Sample cards for the asking.

The JAMES ROBERTSON CO. Limited 263-285 King Street West, **Toronto**

Telephones 819, 1511 and 1292.

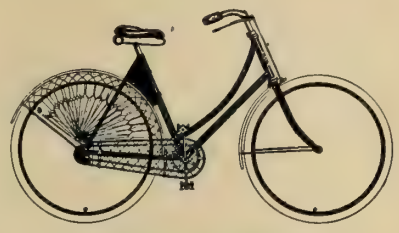
THE PAINT MAKERS

The World's Greatest Bicycle



MODEL 35—$55.00

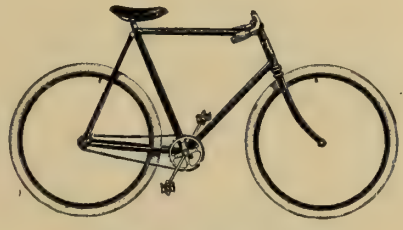
THE CLEVELAND



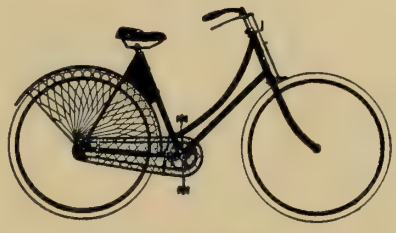
MODEL 36—$55.00

Line for 1898

SECURE the sole agency of a good machine — one with a record — stick to it and you will make money. We submit the Cleveland to you for inspection.



MODEL 37—$70 00



MODEL 38—$70 00

RETURNED

15/2/98

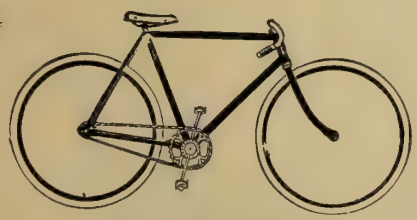
EVERY BICYCLE carries a Cleveland name-plate, and our reputation is at the back of it.

Send your address for Cleveland Catalogue.

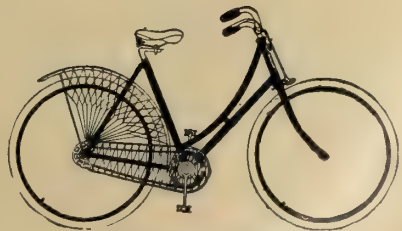
H. A. Lozier & Co.

TORONTO

ONTARIO



MODEL 39—$80 00



MODEL 40—$80.00

SEARCH LIGHT LAMPS

Our 15 travellers are now on the road with a full line of Bicycle Sundries, and Bicycles to be retailed from $28.00 to $60.00.

M. & W. LAMPS

Columbus Bicycles

Flush Joints
Keyless Cranks
Arch Fork Crown
Indianapolis Chain
Dunlop Tires
Christy Saddle
Record Pedals
Ideal Handle Bar

"Earl Bicycles"

THE POPULAR-PRICED WHEEL

Seamless Tubing
Reinforced Joints
Arch Fork Crown
Dunlop Tires
Gordon Saddle
Adjustable Handle Bar

Juvenile Earls, Boys' and Girls' 20, 24, 26-inch

We guarantee our prices to be lower than on any first-class equal grade wheel ever offered in Canada

NEW DEPARTURE BELLS

CAVERHILL, LEARMONT & CO.

MONTREAL

STANDARD CYCLOMETERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, FEBRUARY 19, 1898 | No. 8

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

STANDARD
FOR
FIVE CONTINENTS
WHAT ?
Galvanized Iron
MANUFACTURED BY
JOHN LYSAGHT, LIMITED,
Bristol and Montreal
MAKERS OF "QUEEN'S HEAD."

CANADA.

The Largest Radiator Manufacturers Under The British Flag.

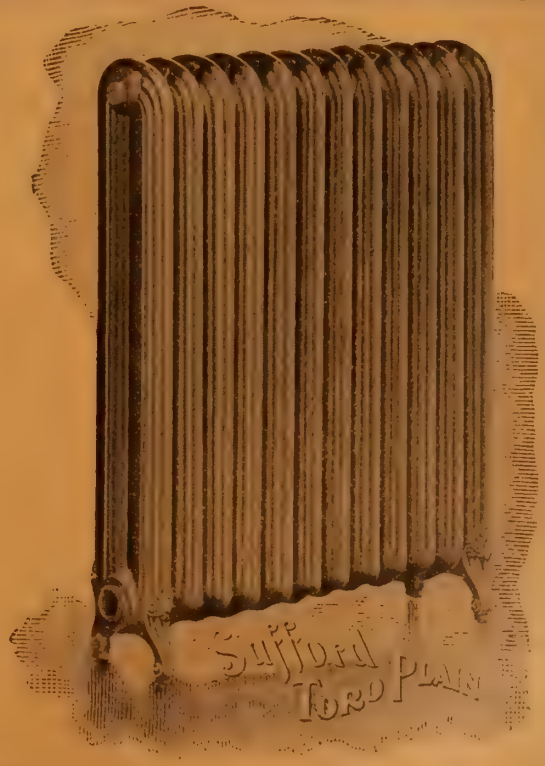
When you want Radiators, buy the

"SAFFORD"

PATENT SCREWED NIPPLE

"RADIATORS"

For Hot Water and Steam Heating. They don't need repairs, they never leak, and will last forever.



Made only by

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

Telephone 5002 | Long Distance Telephone 5007

Ship Chandlery

Anchors
Chains
Side-Lights
Life-Preservers
Rope
Oakum
Packing
Buoys
Blocks and Tackle
OF ALL KINDS.

RICE LEWIS & SON
(LIMITED)

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK
made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.
Limited.

TORONTO

OUR **Milk Can Trimmings**

Are Used by the Largest Dealers and Best Mechanics

Because we have an assortment that will meet the views of all their customers. We can supply either **Convex or Concave Bottoms.**

Our Trimmings are all **Retinned.**

We have 3/8-inch space for wedging body of Can into Bottom.

All Hoops are "**Shouldered**" and **Notched** at lap to give an even thickness to turn top of Can over, the same as previous years.

Our Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker Hoop, **which does not require an Inside Hoop**, and can, therefore, be sold cheaper than the Broad Hoop Trimming.

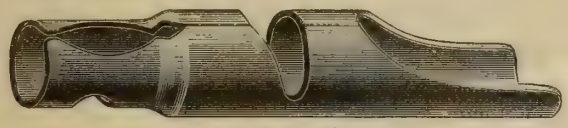
Tinned Iron stock for all sizes always kept on hand.

KEMP MANUFACTURING CO.
Toronto, Canada

Eureka Steel

Sap Spouts

Made in . . .
Berlin Bronze and
Heavy Tinned Steel.



PATENTED 1896.

CUT SHOWS FULL SIZE OF SPOUT.

Economical and Durable.
Holds the Bucket Safely and Securely.
Easily Inserted, does not injure the tree, and secures full flow of Sap.
Prevents all Leakage and Waste.
Neatly Packed in Cardboard Boxes, 100 each.

1898 Quality much heavier than formerly.

THE THOS. DAVIDSON MFG. CO.

....Limited

MONTREAL.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director.

Tinplates

Large Stock.
Prices on Application.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

AN IMPORTANT ANNOUNCEMENT.

We have again arranged with the Ringen Stove Co. to be Canadian agents for their renowned **Quick Meal, Blue Flame Oil,** and **Gasoline Stoves.** These lines are already well-known for their sterling reliability, and have been even further improved for '98.

RESERVE ALL ORDERS till you have seen our Catalogue and Price List for these popular and profitable "quick-selling" stoves. **Write us at once.**

The Gurney Foundry Co., Limited, Toronto.

The GURNEY-MASSEY CO. Limited, MONTREAL.

DO YOU TRADE WITH FARMERS ?

INDURATED FIBREWARE is now used on all well-equipped farms.

Farmers find it the best all-round ware for the Farm, Dairy and Household.

All hardware storekeepers cultivating the farmers' trade should be supplied with a full line of Indurated Fibreware. Send for prices, terms and discounts.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, FEBRUARY 19, 1898 No. 8

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.
Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

IMPORTS OF LOW GRADE WHEELS.

THERE is a feature of the bicycle import business which is not of an assuring character to riders, let alone to manufacturers in Canada.

HARDWARE AND METAL has it upon unquestionable authority that contracts have been made by dealers in Canada with manufacturers in the United States for enormous quantities of low grade bicycles at prices ranging from $9.50 to $20, minus the tires.

Thousands have been contracted for at these figures, and a great number have already been brought into the country.

Wheels as low as $9.50 can scarcely be termed reliable, and, therefore, are dangerous. This is one of the most objectionable features in regard to the matter.

Then wheels of this class seriously compete with the Canadian factories, who are turning out a reliable article.

It will be remembered that a few weeks ago a deputation of bicycle manufacturers waited upon the Dominion Government with a request that the present duty on bicycles be a specific one of $9, the duty in no case to be less than equal to 25 per cent.

The present duty, it will be remembered, is 30 per cent. A specific duty on the cheapest of these bicycles would be about 93 per cent. High as that is, one could scarcely blame the Government if it saw fit to impose it under the circumstances. On the high grade wheels the duty would, of course, be less than it now is. On a $50 wheel, for instance, the duty would be $2.50 less than at present.

All the revenue the Government now receives from a $9.50 bicycle is $2.85, not as much as it realizes from the raw material which the Canadian manufacturers import for their high grade wheels.

When the members of a business men's association do not co-operate the association degenerates.

GOOD RAILWAY EARNINGS.

Business on the Canadian railways continues to improve.

The earnings of the C. P. R. for January were $1,673,000, against $1,313,000 the same month last year, a gain of $360,000.

The earnings of the Grand Trunk were $1,916,332, against $1,639,614 for January of last year, a gain of $276,718.

These trade barometers continue to record prosperity.

SENATE AND YUKON RAILWAY.

AN EFFORT is being made by press and politicians to induce the Senate to throw out the Stickeen-Teslin railway bill.

What we stated last week we repeat again this week: The Government has been too liberal in its concessions to Mackenzie, Mann & Co., the contractors. We are firm in our belief of this.

But for the Senate to throw out the bill would be most unwise from a business standpoint, and most unpatriotic from a national standpoint.

In the first place, the railway is wanted, and with its construction will undoubtedly come an influx of travelers and freight over it instead of by Skagway, the Yukon river, and other points in United States territory. By the Stickeen-Teslin route there are no terrible mountain passes to climb, and through it the journey from Victoria to Dawson City will be comparatively easy.

Some argue that the railway should start at Fort Simpson. It might be more convenient to travelers if it did. But would it be more convenient to the country from a financial point of view?

No one dreams that a railway in that part of the country will be of a permanent character, like that of the Grand Trunk or Canadian Pacific in the more settled parts of the country. With the exhaustion of the placer mining in the Yukon district will cease the necessity for a railway, for the country is not adapted for settlement in the ordinary sense.

It is, therefore, obvious the less railway building we have to do the better. Now, the building of a line from Fort Simpson

would mean the construction of a railway several hundred miles longer than it is now proposed to do, and as such an undertaking is not a necessity, it should not at present, at any rate, be seriously considered.

It must be remembered that the proposed line from the Stickeen river to Teslin lake is merely a link in a water route, and the smaller this link is, with a due regard to the interests of travelers entering the gold fields, the better.

But, aside from all these arguments, we have the evidence of Mr. W. Ogilvie, and other authorities, that the country, from the Stickeen river to Teslin lake, is the best adapted for railway construction. Mr. Ogilvie and others expressed this opinion away back in November last.

If a lengthy and permanent railway is to be constructed let it by all means be continued on from Edmonton, for a line from that point would for some distance run through a country adapted for permanent settlement.

Business men, after contracting for an article of merchandise, sometimes discover before delivery is made that the price they have agreed to pay is too high, but, while realizing that, they also realize that to be without the goods would entail still greater loss and at the same time cause customers to go elsewhere. Like wise men they accordingly accept the lesser evil.

Now, in regard to this Yukon railway, the situation is much the same. We are evidently paying the contractors too high a price and according them too many privileges, but we want the road, and want it badly. Every day we are without it means delay and loss of money to those flocking into the gold fields, and, of course, loss to the Dominion itself.

If the Senate throws out the bill, Canada will, at least for this year, see no railway into the Klondyde. This would, undoubtedly, entail serious loss to the country. On the other hand, from the railway great advantages would undoubtedly accrue, and to pay dear for it is cheaper than being without it for what may be an indefinite period longer than the contract with Mackenzie, Mann & Co. calls for. As it is the railway should be in operation this spring and not next fall.

PRISON-MADE PIG IRON AND RADIATORS.

READERS of HARDWARE AND METAL will remember that in October last the Canadian Customs Department, under the provisions of paragraph 641 of the Customs tariff, seized at Toronto a quantity of southern pig iron, made in part or whole by prison labor, and issued specific instructions to the collectors at the various ports to prohibit the importation of all such iron in future.

At the same time HARDWARE AND METAL took the ground that the prohibition should extend to radiators and all other articles, into the manufacture of which prison-made pig iron entered, holding that the prohibitory clause in the tariff warranted this being done. This clause reads as follows :

641. Goods manufactured or produced wholly or in part by prison labor, or which have been made within or in connection with any prison, jail or penitentiary ; also goods similar in character to those produced in such institutions, when so'd or offered for sale by any person, firm or corporation having a contract for the manufacture of such articles in such institutions or by any agent of such person, firm or corporation, or when such goods were originally purchased from or transferred by any such contractor.

The particular point raised by HARDWARE AND METAL was submitted to the Department of Justice for an opinion, and that Department has ruled that clause 641 evidently applies to articles the manufacture of which is tainted with prison labor. We do not see how the Department could have arrived at any other decision.

As far as can be learned, the Customs Department has not yet taken any steps to enforce this ruling of the Minister of Justice. If it does its duty it certainly will not delay in the matter.

It has stopped the importation of pig iron, into the manufacture of which prison labor has a hand. Why, therefore, should it not also stop the importation of radiators and other articles into the manufacture of which this prison-made pig iron enters ? What is sauce for the goose should surely be sauce for the gander.

THE EXPORT SEED TRADE.

An evening paper, in an article this week, drew attention to the "heavy" shipments of clover seed by Toronto exporters. One of the firms mentioned informs HARDWARE AND METAL that the article is misleading, inasmuch as the quantity of seed shipped is not unusual. Indeed, much larger shipments are frequently made, while the very shipment referred to by the evening paper in question was not as large as stated.

This shipment was, however, a noteworthy one, not for its value or quantity, but because it was the last large shipment before the close of the export demand for seed.

Another fact worthy of note is that the seed market is at present in such an unsettled condition that the principal firms refuse to give general quotations.

A sleepy merchant and a wide-awake store are as incompatible as a lion and a lamb in harness.

THE ADVANCE IN HIDES.

This has been a satisfactory year for those who have produced or handled hides and skins. The price of hides has, for the last three years, been advancing so steadily that now the value of the hide is a respectable proportion of the cost of the animal itself.

The hide of a bullock weighing, say, 600 lbs., and valued at $45 or $50, is worth at present quotations about $6.

Hides have, in the month of February, been worth as follows, from 1895 to 1898 :

	No. 1.	No. 2.	No. 3.
1895	4c.	3c.	2c.
1896	5c.	4c.	3c.
1897	6½c.	5½c.	4½c.
1898	10c.	9c.	8c.

By this table it will be seen that a No. 1 hide is worth 2½ times, a No. 2, 3 times, and a No. 3, 4 times what it was selling at in 1895.

Sheepskins were selling at 80c. in February, 1895 and 1896, and at 90c. to $1 in 1897. They are now selling at $1.25, an advance of 50 per cent., as compared with 1896, or 25 per cent., as compared with 1897.

No. 1 calfskins have advanced from 6c. in 1895 and 1896 and 7c. to 8c. in 1897 to 12c. this year.

While to each farmer or to each buyer this advance in prices does not mean a great deal, the general effect of the advance cannot fail to give trade a satisfactory impetus.

PREFERENCES TO BE ABOLISHED.

A BILL was introduced in the Nova Scotia Legislature a few days ago which is of great interest to business men. It is a bill in regard to insolvency.

Insolvency matters in Nova Scotia at present come under the common law. The results are naturally unsatisfactory, particularly in the matter of preferences, the disposal of the assets of the estate of an insolvent being practically in his own hands. Under such a condition of affairs an equitable distribution of the assets of an estate is the exception and not the rule.

The most striking and most satisfactory feature of the bill in question is the unequivocal manner in which it strikes at the root of the preference evil : It declares that after the passage of the bill assignments containing preferences shall be void. Bills of sale and chattel mortgages registered within a certain period prior to an assignment are also declared to be void.

One feature of the bill which it is to be hoped will be eliminated is in regard to the appointment of official assignees. Experience proves that official assignees are baneful and expensive, and yet this bill provides for the appointment of one or more in each county in the province.

The bill makes no attempt to provide ways and means for the discharge of an insolvent, it being ultra vires of the constitution for a provincial legislature to adopt a measure essaying to do so. Practically all a provincial legislature can do is to pass an Act for the equitable distribution of the assets of an insolvent and to prevent preferences. These things the Nova Scotia Legislature now aims to do. Whether it will be successful remains to be seen.

Already a bill similar to that under discussion has twice been introduced and carried through the Nova Scotia Legislature. But twice has the Legislative Council, the higher House, killed it. Public opinion, however, is thought now to be so much more favorable to legislation of this character that it is hoped a majority for the bill will be found in favor of it in the House which has hitherto balked it.

If every province in the country were to introduce and pass a law similar to that which in now before the Nova Scotia Legislature the same raison d'etre for a Dominion insolvency law would not be so pronounced as it now is. But the bill before the Nova Scotia Legislature has not yet become law, and provided it does there is no guarantee that every province in Canada will have enacted similar measures even two decades hence. In the meantime the present unsatisfactory condition of affairs would continue.

But granted that within even a short period all the legislatures in the country pass a law similar to that now before the Nova Scotia Legislature, there would still be a necessity, although perhaps not as great as before, for the enactment of a Dominion insolvency law, for the simple reason that the powers of the provinces are curtailed in this respect.

The Dominion Parliament is the only legislative body that can pass a law such as the commercial exigencies of the country require and demand. And it is to be hoped it will not be derelict in its duty.

TIN PLATE AGREEMENT.

For some time there has been a movement on foot among the leading manufacturers of tin plate in the United States for the consolidation of their interests into a central company to be capitalized at $25,000,000 or $30,000,000.

This is largely a result of the low prices ruling in 1897, but more influential was the fact that there are now 302 tin plate mills built, or building, as compared with 234 six months ago, an increase that the demand does not necessitate, and that will detrimentally affect trade.

The proposal is to take as many advantageously located mills into the combination as can be induced to join, but by means of rigid economy, keep prices at a point which render competition by new mills unprofitable.

The scheme has lately received a setback, the reason assigned for which has been that one of the most influential firms n the States has not been willing to enter into the combination. But it is considered by many that the scheme is impracticable, inasmuch as the combine would have to take in plants whose location would require that they should be shut down, and thus be an expense to be borne by the central company, while no rigidness of economy could make it possible for the combination to shut out new firms advantageously situated and furnished with modern plants.

SUDDEN JUMP IN CORDAGE.

A SHARP jump in the price of both sisal and manilla cordage has come as a surprise to the trade.

Lately there has been an unsettled feeling in both articles, and no one expected that prices would advance until some declaration had come from Ottawa.

The appreciation in the cost of their raw material has compelled manufacturers to make the advance that they have.

Both manilla and sisal have been pointing higher at New York for some time, and an effort to procure supplies on that market recently disclosed the fact that the market was bare of supplies of raw material, and that one or two cargoes of sisal that were on the way had been sold to arrive. This situation, being supplemented by strong cable advices, placed holders of raw sisal and manilla in an independent frame of mind, and they have been asking firm figures ever since the beginning of last week. In fact, they have asked higher prices on manilla, but, so far, have not realized them yet.

Advices from London state that there has been considerable speculative activity in manilla fibre in that market lately, owing to the strong statistical position of the article, and that the influence may lead to further appreciation.

At this writing the base price at the mills in Montreal has been advanced ½c., quotations now being 6¾c. on sisal and 7¾c. on manilla, with the usual advances for other sizes.

SMUGGLLED SHEARS.

ANOTHER smuggler of hardware has been captured by the Customs authorities. His name is Moosa Kory, and he is a member of a gang of Syrian smugglers who have been giving the Customs Department a great deal of trouble lately. There are colonies of these Syrians in Montreal and Winnipeg.

With Kory were captured five cases and one trunk, valued at $250. Kory was examined in Montreal a few days ago, and remanded for sentence till Tuesday next.

The Customs Department has ascertained that these Syrian smugglers have a sort of depot at Alburg, Vermont, and that from this depot goods are surreptitiously brought into Canada by farmers' teams and sold to dealers in different parts of the country.

The effect of this upon the wholesale houses, who pay duty on similar goods they bring into the country, is obvious.

An idea of the extent of the smuggling which these Syrians have been carrying on may be gathered from the fact that over 50 warrants have been issued in Montreal alone.

CLASSIFICATION OF ACCOUNTS.*

By Enos Spencer.

THE fact that the trial balance of all bookkeepers, with very few exceptions, show no result whatever beyond the mere fact that the ledger is probably in balance, led me some years since to take up the subject with a view to developing some plan by which the figures of the trial balance could be made more useful. It seemed to me that the proprietor should have a monthly instead of a yearly analysis of his business, and that it would be of great value to him to know at the end of every month the exact amount of the liabilities, as well as the amount outstanding on open accounts. The lack of this knowledge among bookkeepers and business men is the fault of the business colleges, because they have not taught a method by which a trial balance could be readily analyzed every month. Some authors have classified the accounts, but none, as far as I know, have given their practical arrangement and classification on the ledger and trial balance any special attention. In fact, nearly all, in opening a ledger, ignore the class to which an account belongs. I divide accounts into four classes :

1st. The account with the proprietor in an individual business, or accounts with the partners in a partnership business, or the account with capital stock and its divisions in a business conducted by a corporation, representing the investment or investments in the business. Such accounts we call "investment accounts."

2nd. All accounts representing property and the operations of the business in buying and selling the same, the expense incident thereto, as well as the earnings from any branch representing services rendered, we place together in a class and call them "speculative" because they represent the speculations or ventures of the business.

3rd. The accounts with cash and bills receivable and accounts with that class of persons, firms or corporations to whom goods are sold we call "resource" accounts because they are resources and represent the resources of the business, with the exception of the resource inventories of the speculative class.

4th. The account with bills payable and accounts with that class of persons, firms or corporations from whom we buy goods—in other words—the liability personal accounts we call "liability accounts" because they are liabilities and represent all the liabilities of the business except the liability inventories of the speculative class.

In a business where only one ledger volume is used we place the investment accounts on the first pages, the speculative accounts next in order, the resource accounts next and the liability accounts in the back part of the ledger. In a large business the investment and speculative accounts may be placed in one book to be known as the general or private ledger, and the resource accounts in one or more books known as sales ledgers, or, if divided to represent different sections of the country, by a name designating the section represented. The liability accounts in such a case would be placed in a separate book known as the liability ledger or purchase ledger. Where there are a number of bookkeepers employed, accounts should be kept in the general ledger with each special ledger, and thus enable each book-keeper to test his work the same as is customary in bank work. * * *

The accounts are are arranged on the trial balance book in the same order as on the ledger or ledgers, and the classes footed separately. The footings are summarized as follows :

1st. Investment, giving the debit and credit footings of the division.

2nd. Speculative, giving the footing of this division.

3rd. Resource, giving the footings of this division or the footings of their special ledgers, if separate volumes are employed.

4th. Liability, giving the footings of this division or of the special ledger representing the class.

The greatest advantage and merit of this classification and arrangement of accounts is found in the monthly financial statement. From the summary of the trial balance we make up on the first of every month an analytical statement of the condition of the business. First, we take the difference between the footings of the investment accounts, which shows if the credit side be the larger, the amount of the investment yet in the business, or, if the debit side should be the larger, the amount drawn out or lost in excess of the investment. The credit difference would also be the net capital, less the gain or plus the loss, since the last closing of the books. A debit difference would show the net insolvency, provided the difference were larger than the net gain since the last closing, or the net capital would be the excess of the gain since last closing over the debit difference ; or, if a loss, the net insolvency would be the debit difference, plus the loss.

Second, we take the difference between the footings of the speculative accounts, and if the debit side be the larger, which will nearly always be the case, it shows the value of the resource inventory over the liability inventory necessary to make no loss or gain, or, if the credit side be the larger, the amount of gain without any net resource inventory. These figures give the manager of a business a basis from which to study the fluctuations of the business very closely every month, and where the account-stock books are kept and the inventory can be readily determined every month, the exact loss or gain and condition of the business may be shown. Even where stock books are not kept, the manager from these figures can estimate very closely the amount of inventory and thus get at the results. If the speculative accounts show a debit difference, the amount that this difference is less than the difference between the resource and liability inventory will be the net gain since the last closing or, if greater than the net inventory, will show the net loss.

To illustrate : If the debit difference were $20,000, and the manager knew or estimated that the resource inventory in excess of liability inventory were $23,000, he would know that there had been a net gain of $3,000. Or, if he were confident that there were only $18,000 net resource inventory he would then be certain that the business had run behind and made a net loss of $2,000 since the last closing. If there were a credit difference of $1,000 the manager would know that there was $1,000 gain without any net resource inventory. If he had a net resource inventory of $2,000, he would know that there was a net gain of $3,000 ; or if he had no resource inventory and a liability inventory of $200, he would have a net gain of $800 ; or if he had a net liability inventory of $1,200 he would know there had been a loss of $200. The last propositions are only possible conditions, not probable.

These figures also furnish the manager another basis for estimating the condition of the business. Whenever the debit difference increases, the net resource inventory must increase in a greater proportion to make a net gain, and if it increases in a smaller proportion it will show a net loss. The opposite is true of a credit difference, but as it so seldom occurs, I will not take time to enlarge upon the possible results. If the debit difference for November were $20,000, and for December $23,000, the manager would know that the value of a stock or resource inventory must have increased more than $3,000 during the month, or, in other words, he must have purchased $3,000 more goods during the month than the cost price of the goods sold. If he is confident that he has increased his net resource inventory more than $3,000, say $3,500, he may be sure of $500 net gain during the month, or if he is confident that the net increase has been only $2,700, then he may be sure of a net loss of $3,000 dur-

*Paper read at the Federation of Business Educators, at Chicago.

ing the month. These figures will show anyone, who is conversant with handling them, the inside track on a trade, to buy or sell an interest in a business where an inventory is to be taken. * * *

By taking the difference between the footings of the resource accounts, we have the amount of cash and bills receivable on hand, plus the amount outstanding on open accounts for goods sold. By adding together the cash and bills receivable and subtracting the amount from the resource difference, we have the amount outstanding on open resource personal accounts. This result is of great value to every business manager, as by it he is able to tell whether or not collections are being properly attended to, and whether or not too large lines of credit are being extended to customers.

We take the difference between the footings of the liability accounts, and have the total liabilities of the business every month, with the exception of a possible liability inventory which is usually small. Subtract from this amount the amount shown by bills payable account, and we have the amount owing on liability personal accounts. * * *

HAMILTON ROLLING MILLS BURNED

A destructive fire occurred on Sunday night at the Ontario rolling mills, Hamilton, Ont. Several men were at work making preparations to light the furnaces, and about 9.25 o'clock watchman May saw flames near the centre of the main building. There was a delay in giving the alarm, and when the firemen arrived the building was all ablaze. The building, being a big frame structure, burned fiercely, and there was no hope of saving it. The flames were shooting out from all portions of the mill, illuminating the sky, and sparks flew in all directions. A large crowd of people were attracted by the reflection, and the hills adjoining the premises were lined with men, women and children. Many lines of hose were laid.

The firemen concentrated their efforts in preventing the flames from spreading to the nail factory, and the property of the Grand Trunk. They kept the fire within the mill proper, but the building was almost completely destroyed, and thousands of dollars damage was done to the machinery, some of which was rendered useless. It is a difficult matter to estimate the loss.

The mill was erected by the old Great Western railway 35 or 38 years ago, and rails were made there for eight or nine years. It was leased to the Ontario Rolling Mill Co., of which C. E. Doolittle is president. The loss on the building will be $5,000 or $6,000, and the machinery $20,000 or $25,000, and is pretty well covered by insurance. The company made bar iron, and employed 300 men, working night and day. The mill has been busy lately, and all the men will be thrown out of employment.

THERE'S MONEY IN GOOD PAINT

properly handled. There's no money, nor satisfaction either, in poor paint—cheap stuff.

The reason ***The Sherwin-Williams Co'y*** have become the largest makers of paint in the world, is, that they have made good paint from the beginning, and made nothing else. One quality—the very best, one price—the lowest consistent with good quality, one label, and intelligent, progressive methods have done the business.

You can acquire the some position in your town that we occupy in the country generally, if you adopt the same means—handle ***S.W.P.*** and stand behind it resolutely, and push it.

Let the other fellow sell the cheap stuff, you sell ***S.W.P.*** and as sure as the sun rises and sets you'll come out on top, with immense profits and added reputation.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

SMUGGLED HARDWARE.

The Customs authorities in Montreal have succeeded in breaking up a dangerous gang of Syrian smugglers who have been carrying on an extensive business there for the past two years, and have succeeded in defrauding the Customs to the extent of $15,000.

For the past six months the hardware firms of that city have found that their business was suffering in no small measure from the competition of a number of Syrian peddlers, who were going about selling notions and hardware at prices far below what the regular dealers could afford to sell them at in view of the heavy duty imposed on such goods brought in from the United States. The only explanation of the matter that appeared at all possible was that the goods were being smuggled in. Officers were placed on the case, and found that the goods were smuggled across from Richmond, Vt., to Sutton, Que., whence they were shipped to Montreal. At the headquarters of the gang in Montreal about $3,000 worth of goods were seized.

MINING IN CENTRAL ONTARIO.

A mineralogist who was in Belleville recently thus expressed himself to The Ontario in regard to the mineral lands of Hastings: "Prospectors who are operating in Central Ontario, particularly in Hastings and adjoining counties, will do well to become acquainted with the rocks which carry tin stone as one of their parts. There are all the conditions present in the geological formation of the district that are necessary for tin, and there is no mineral that will pay the discoverer better, not even excepting gold. More than that, there is every reason for the belief that tin does exist in Hastings, but to what extent remains to be seen.

"Dr. Goodwin, director of the Kingston School of Mines, was handed a specimen of rock by a prospector as he was boarding a train at Bancroft last summer, but had no time to get his name or address. Upon examining the specimen he found it to contain cassiterite or tin stone. If the bed it was taken from is as rich in the ore as the sample, the location would be a valuable one. The lack of some technical knowledge on the part of this prospector very strikingly illusteates the possibility there is for passing over a deposit equally as valuable as a good gold mine."

GOVERNMENT PIPE MANUFACTURE.

THE Australasian Ironmonger comments as follows on the results obtained in manufacturing of cast iron pipe on the part of the Government of one of the Australian colonies :

The South Australian Government has been engaged for some years on the manufacture of cast iron pipes at Glanville. The commissioners of audit publish annually a statement of the cost, and have done this in their fifteenth report, just issued. Being expert accountants, but not practical pipe makers, their figures are a bit perplexing.

To begin with, we are not told what were the sizes of pipes manufactured each month, though we learn that 2-inch, 3-inch and 8-inch account for over 2,065 tons out of a total of 2,563 tons.

The total average cost for 1896 works out at £6 3s. 10d. per ton, but this is without allowance for interest on capital, cartage, wear and tear of plant, which ought to be included in estimating true cost. The lowest tender ever accepted in Victoria was for £5 17s. 6d. per ton, for the metropolitan board of works, but that was earlier, when raw material was lower, and it is very unlikely that they could be obtained at that figure now.

The cost of pig iron and scrap is averaged at 62 shillings and 3 pence ; it would be about 70 shillings in Victoria. Wages, with shop charges (30 per cent. on wages), amount to £2 7s. 6d. per ton, which seems very high.

The value of flux varies surprisingly, from £1 13s. 7d. for one lot of 100 tons to £24 17s. 2d. for another lot of 310 tons ; and, still more extraordinary, the first lot showed a loss of 16 tons in weight of molten metal, and the second a gain of over 14 tons. These figures are very hard to reconcile without absolute details.

The cost of coke is put down at 36 shillings and 3 pence per ton, working out, with flux, etc., at 7 shillings and 1 penny per ton of molten iron. But the quality or kind used is not mentioned. Experience, verified in many instances in Victoria, shows that the best results have been obtained from the use of Scotch pig and scrap, with standard Brancepeth or equal coke, which, with flux, etc., ranged from 7 shillings and 6 pence to 8 shillings and 4 pence per ton of molten metal. Trials with gas coke worked out as low as 6 shillings and 8 pence per ton for coke, but the increased time and labor in handling more than counterbalanced the saving.

Shop charges are fixed at a uniform 30 per cent. alike for pipes and for other castings. As the cost of labor is necessarily higher on the latter, they are made to bear more than their share of the charges.

The figures therefore, need supplementing before they can tell a clear story. But they show that the Government is making no great bargain. The report mentions that 1897 is expected to show a still higher average cost, so that when all the omitted tems are included there cannot be any saving worth mentioning.

ACETYLENE LAMPS.

THE most noted improvement of any of the bicycle sundries is in lamps, and the latest light for that purpose is acetylene gas. It will be conceded by any right thinking person that no more perfect light was ever produced. It is clear, penetrating, steady, with an efficiency incomparably greater than can be obtained from any method of burning gas, and equal, if not superior, to that obtained from the electric arc, but without the unsteadiness of the latter. Ever since its possibilities began to be understood by the public, some five years ago, it has been earnestly hoped that the methods of production of the calcium carbide and the means for burning the acetylene gas made therefrom by the simple addition of water might be so perfected and the cost made so reasonable that this light would come into general use.

The gas is made from the carbide, as will be remembered, by the supply of water in just sufficient quantities, and for this purpose the outer portion of the cylindrical body of the lamp, in the front of which is the reflector, consists of a water chamber to be filled through a cap-closed opening at the top, the valved outlet at the bottom of the water chamber being at the time closed by a thumb piece. The supply of water to the carbide is afterwards effected by the adjustment of this valve, which at first is opened only about a quarter turn, but is afterwards preferably regulated to produce a flame about one inch in height.

The lamp, it is claimed, cannot explode, because the water valve when entirely open would not supply sufficient water to generate enough gas to effect an explosion. It is of handsome construction, easily charged, and as there is no smoke, soot, oil, or disagreeable smell, it should become popular. The lamp can be cleaned with a white pocket handkerchief without soiling it.

ENLARGING ITS HORSE NAIL PLANT

The Maritime Nail Co., Ltd., of St. John, N.B., are enlarging their horse nail plant, and will put in more machinery, being unable, with present facilities, to supply the rapidly increasing demand for this line of goods. See the company's advertisement in this issue.

BOILS ON PNEUMATIC TIRES.

VERY few people know what causes boils on pneumatic tires, says the Irish Cyclist. It is simply this: The rubber of the outer cover gets a small gash right through to the fabric. This gash gapes slightly, but at each revolution of the wheel the thread is somewhat flattened, and the lips of the gash close like a mouth and bite up small particles of dust. These are forced between the rubber and the fabric, and a boil is the result. Prevention is better than cure, and it is possible to prevent such boils by mending these gashes when they occur. Most people will not, however, take the trouble, and, consequently, boils are formed and must be operated on. With a blunt instrument, such as a button-hook or a match, the dirt and grit should be carefully removed to the last particle, and the fabric and rubber having been cleaned as far as possible, solution should be injected between the rubber and canvas where loose, and the hole, the original source of the injury, should then be closed. Sometimes the dirt travels for a considerable distance under the cover, and it is then necessary to cut a hole at about the center of the boil. Both this and the original hole must then be filled. When a tire is let to grow a number of boils, and a considerable quantity of the rubber becomes separated from the fabric, the damage is practically irreparable. A tire wears rapidly, once the rubber becomes separated from the canvas, even in a few places, and relining becomes necessary.

A NEW CYCLE INDUSTRY.

The latest addition to the long list of cycle industries of Canada is the Toronto Lock Co., Limited. At its factory in Oshawa it has ample facilities for manufacturing, and, no doubt, will make an up-to-date article.

PATENT REPORTS.

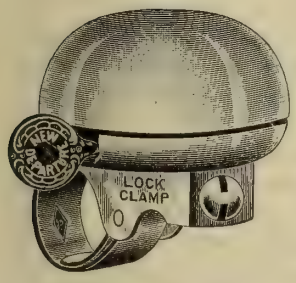
Below will be found the report of patents granted last week to inventors of articles appertaining to hardware by the United States Government. This report is prepared specially for this paper by Messrs. Marion & Marion, solicitors of patents and experts, head office, Temple Building, Montreal: 598,888, C. G. Sargent, bake pan ; 598,512, W. G. Henis et al, baking pan ; 598,528, O. M. Miller, combination wrench ; 598,664, F. Rock, door check ; 598,560, W. H. Daggett, door key ; 598,638, J. F. McElroy, electric heater ; 598,747, W. Scherer, nut lock ; 598,770, C. S. Cole et al, pencil sharpener ; 598,806, M. Nielsen et al, knife sharpening machine ; 598,548, F. Will, et al, stove and range ; 598,620, W. G. Allen, metal spoke ; 598,551, H. J. Allen, soda fountain cooler.

H. S. HOWLAND, SONS & CO.

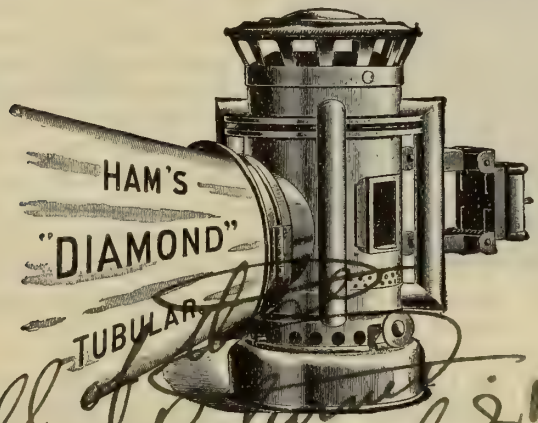
Wholesale Hardware Merchants

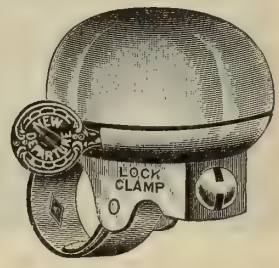
37 Front Street West, ***Toronto***

1898 Bicycle Sundries 1898



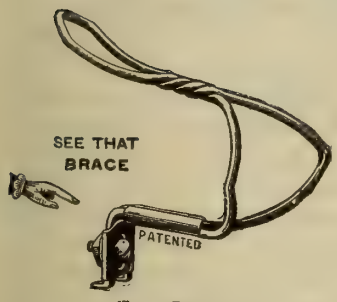
Pattern D. No. 6 1-2.





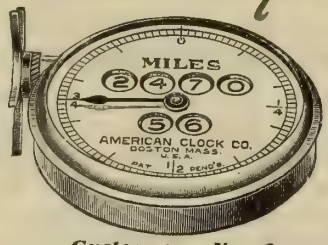
Pattern E. No. 9 1-2.

All of Rebuilt Feb. 21/98



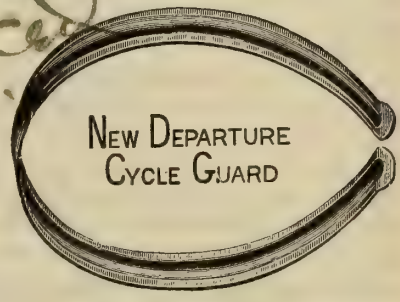
Toe Clip.

Saddles
Pumps
Chain Lubricant

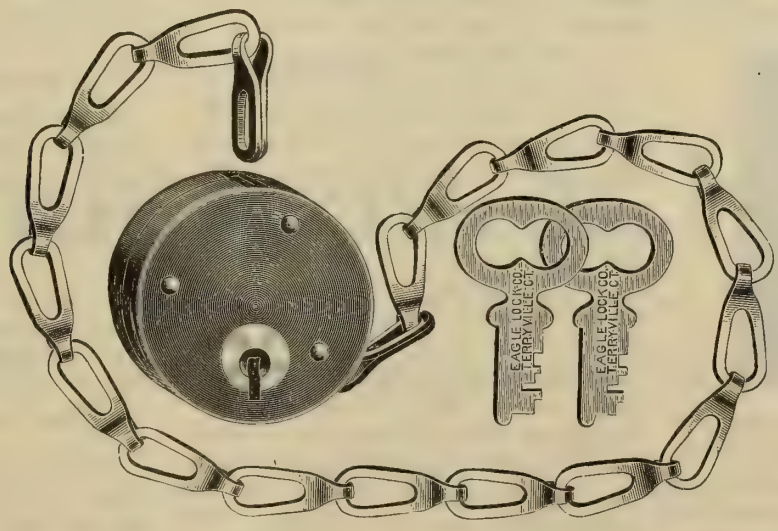


Cyclometer, No. 3.

Wrenches
Brackets
Oil, Etc.



Automatic.



Tire Cement.

H. S. HOWLAND, SONS & CO.

TORONTO

WHOLESALE ONLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES ARE RIGHT.

ALUMINUM CAMPING OUTFITS.

WHEN people think of starting for the Klondyke, and begin to figure up what they will have to carry, they immediately look around for the lightest articles possible, especially in the way of cooking utensils. The accompanying illustrations show the style of an aluminum camping outfit that the Thos. Davidson Manufacturing Co., Limited, of Montreal, are putting on the market and are shipping

large quantities of to the Northwest and British Columbia. The set is composed of one 8-quart pail, 10½ in. diameter, 6½ in. deep; one 6-quart pail, 9 in. diameter, 5½ in. deep; one 4-quart pail, 8 in. diameter, 5 in. deep; three, four or six cups, 3¾ x 3 in. deep; three, four or six plates, 9 in. diameter. The whole set packs in large pail, and the total weight for complete outfit, for six men is 3 lb. 5 oz. (size 10½ x 12½ in.) The covers for all the pails are suitable for frying pans, stew pans, etc., and are supplied with folding handles. Merchants catering for the Klondyke trade would do well to have some of these goods on hand.

The Thos. Davidson Manufacturing Co., Limited, are also making a specialty of a

number of other lines of camping and gold miners' supplies, such as folding stoves, gold miners' pans, etc., and are getting out a special catalogue of these goods, which they will be pleased to supply to any merchants who may enquire for them.

"THE YELLOW FELLOW."

"The Yellow Fellow," the product of the E. C. Stearns Co., Toronto, is out again this year with the latest that brain can devise as regards improvements, among which are narrow tread, oval lower forks, in which is brazed a W shaped reinforcement, insuring additional strength; drop wheel base of 2½ inches, making a stylish and speedy line; flush joints; B block pattern chain, polished and heavily nickeled, which can be removed without a wrench, an entirely new and novel chain bolt being used. The cones are screwed on to the shaft, and between them is a hollow chamber, surrounded by a cylindrical steel case which is filled with oil. A wick supplies the necessary oil to each cone. It is said that enough oil may be carried in this chamber to thoroughly lubricate the crank bearings for a whole season. The crank shaft is of special steel in one piece, tapered to ¾ inch on the ends. Four longitudinal grooves are cut on the tapered ends, over which the crank fits, and are held by an expanding bolt, the head of which is flush with the face of the cranks. The company is, as usual, paying particular attention to the finish, which is generally black or yellow, beautifully decorated.

THE GENDRON WHEELS.

The Gendron, made by the Gendron Manufacturing Co., Toronto, is out this year again with several improvements on the 1897 model. The most noteworthy of these is the improved bottom bracket bearing, in which 5-16 balls are used; also a tube running direct from the oil aperture to the bearings. By this latter improvement every drop of the oil is utilized and proper lubrication is assured. Another improvement worthy of mention is the six point star sprocket, representing the Gendron trade mark; square crank and a new improved pedal, which is claimed to be both strong and neat, while the Waters' adjustable handle bar and brake are other good qualities to commend the wheel to the purchaser. All other points in last year's machine having given such good satisfaction but few other changes have been made. Like other manufacturers, the Gendron Co. have dropped the bottom bracket and narrowed the tread. This firm is making two grades, viz., the Gendron and Reliance, and the weights range from 21 to 24 lbs. The former is finished in aluminum and the latter in either black, maroon or snuff, handsomely striped.

Wm. D. McCallum, paint and oil dealer, Huntingdon, Que., left for the Klondyke on February 10.

A HIGH-GRADE WHEEL.

The McBurney & Beattie Co., Toronto, are making only one grade of wheel, and that the highest that can be produced. The specifications are: Oval crown or two-piece flat crown, highest grade of material throughout; bottom bracket 2⅝ inches drop; cranks square and 7 inches long; choice of saddles and tires; wood or steel handle bars; gears, 66, 72, 80 and 104; new departure controller when specified; color, black, unless ordered maroon or dark green; frame, 22, 23, 24 and 25 inches; retail price, $80; the oval crown makes the best appearance; the crank hanger bearings are far apart, and the chain pull is directly over the bearings; the hubs are true barrel shape; flush joints throughout, with extra reinforcements; the company has an ingenious method of strengthening the head and its joining with the rest of the frame; bolts, nuts and screws have been done away with wherever possible. This firm has devoted all its energies to turning out a fair wheel, and admirably has it succeeded.

THE "COMET."

Comet Cycle Co., Limited, of Toronto, is making three grades of wheels this year, designated as A, B and C. Each grade contains the latest improvements. The company, of course, is paying particular attention to its wood frame again this year, this frame having given such universal satisfaction last year, but even to it has been added sundry improvements such as an improved crank and crank axle. The frame is much improved, and has a 2½-inch bracket drop. The fittings have also been remodelled. The "Comet" is fitted with either double or single tube tires.

A FOLDING BICYCLE.

A folding frame bicycle of great strength and equal simplicity has just been patented by a Parisian. In case of folding, all that is necessary is for the rider to dismount and turn the handle bar to complete the operation. Thus folded, however, the machine cannot be wheeled, as the pedals project through the spokes of the front wheel and so lock all movements of the front wheel.

A NEAT BICYCLE CATALOGUE.

The Geneva Cycle Co., Geneva, O., has issued its 1898 bicycle and bicycle accessory catalogue to the trade. It is neat in every respect. The company is again sustaining its reputation in its output of wheels for this season by building a thoroughly up-to-date article in every respect. A post card addressed as above will bring one of the catalogues by mentioning HARDWARE AND METAL.

No Time Like the Present

To lay in your Spring stock of goods that will give . . . . . .

Satisfaction to your Customers.

You cannot do better than to purchase your requirements in . . . . . .

Ready Mixed House and Floor Paints
Varnishes, Japans, Coach Colors
Enamels, Marbleine Wall Tints
White Lead, Colored Paints

FROM

Henderson & Potts

Nova Scotia Paint and Varnish Works

HALIFAX and 747 Craig Street, MONTREAL.

SOLE AGENTS FOR THE DOMINION FOR

Brandram's Celebrated White Lead.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

PRICES STEADY.

AS has been pointed out in Bradstreet's from week to week, steadiness in prices of leading products has been a feature of particular and constant interest. This has been especially the case in a number of lines in which production has been up to or above the maximum, and it has been especially encouraging, because indicating that current demand for leading staples has been of a volume sufficient in many lines to absorb the immense production mentioned without exerting sufficient pressure upon values to bring the prices much below the levels recently established. Bradstreet's has already shown that prices on January 1, 1898, had reached a level, as indicated by that approximation of averages, the index number, higher than at any previous period on record since January 1, 1895, and with the exception of the date just mentioned, higher than at any previous date since January 1, 1894, following the panic of the preceding year.

Little impairment of strength is portrayed by the prices record during the month of January, thus confirming Bradstreet's weekly report of price steadiness. It is true that a trifling decrease in index numbers, as compared with January 1, 1898, is to be reported, the number on February 1 being 80,136, as against 80,149 on January 1, 1898; but this decrease was, as already said, a trifling one, and the course of prices since February 1 has been such as to encourage those who look for further price advances during the early part of the present year.—Bradstreet's, Jan. 12.

Linseed oil is selling very fairly in New York, but in moderate quantities for the most part, and the market is bare of new feature, other than that city crushers name prices 2c. lower, or on the basis of 43 to 44c. for raw. There is no unusual out-of-town competition in this quarter at present, and prices for outside product are very little below those current for city-made.

A Cincinnati despatch says: "There has been a fair buying movement in a small way for nearly all kinds of iron during the past week. The contracts have been confined to buyers covering actual wants, and but little interest has been shown in southern brands. The largest consumers seem to be waiting to ascertain whether fresh anxiety will be evinced on the part of southern producers to load up with orders at less than current quotations. Most of the furnaces are willing to let business pass unless they can obtain for No. 2 foundry $7.25, Birmingham basis, but buyers claim that there are still a few making iron of a satisfactory quality who continue to shade this price. The attention of the iron trade has been centred on the large deals in Bessemer, and the hope is expressed that the advance will be followed by a better demand for foundry grades."

NEW YORK AND FOREIGN TRADE.

A greater degree of interest than usual attaches to the report of The State Engineer of New York, says Bradstreet's, owing to the discussion therein contained relative to the change in the position of the city of New York in respect to the country's foreign trade. Statistics are presented comparing the percentages of exports and imports from the principal ports of the United States with the view of showing how the commerce, which once went to so great an extent through New York city, has been diverted to other ports, such as Boston, New Orleans, Baltimore, Philadelphia, etc. The report directs attention to the fact that whereas a third of a century ago New York commanded 73 per cent. of the total exports of the nation, it now commands only 37 per cent. of them. During the period from 1880 to 1897 the nation's foreign commerce increased by $300,000,000 in value, but New York's share of the increase was only $20,000,000, less absolutely than that which went to Boston or Galveston, and, of course, proportionately, considerably less. It is in the exports that New York's commercial losses have occurred; in imports it almost holds its own, its proportion being a little less that two-thirds of the whole.

ENGLISH IRON MARKETS.

John Stevenson writes from Middlesbrough under date of February 7, as follows: "The pig iron market is not in a satisfactory condition, prices (with the exception of Middlesbrough hematite) having further receded since last week. It was anticipated by some that the termination of the great strike would have an immediate improving effect on the metal trade, but this has not been verified, although the men have submitted to the masters' terms, which have been applied with a 'mailed fist,' without anæsthetics, and large numbers have resumed work. So ends this conflict, which has been most direful to both the men and to many industries.

"Shipments of pigs hence for January amounted to 71,500 tons, or about 9,000 tons less than December. Stocks of Cleveland in Connal's store have been increased by 5,000 tons, and east coast hematite has decreased 2,000 tons during last month. No. 3 G.M.B. is 40s. 9d., and makers are quoting higher prices for forward delivery than buyers are willing to give, hence business is only being done for hand-to-mouth requirements. Hematite is 50s. Rolled iron and steel are firm, and there are inquiries for constructional work involving large quantities of plates, etc. Steel plates are £5 7s. 6d.; iron plates, £5 5., and bars the same, less 2½ per cent. Rubio ore is 14s. 4½d. to 14s. 6d. c.i.f. tees. Coke is unaltered at 13s. to 13s. 6d. for better sorts. Coal is quiet, Northumberland steam is 8s. 3d. to 8s. 6d. f.o.b., and Dunham gas, 7s. 9d. to 8s., on Tyne. Bunkers are easier. The old Darlington rails mills have been sold to the Forge Company adjoining, on condition that the works are dismantled. The Glasgow market closed this afternoon "firm, good business. Scotch, 45s. 8d.; Cleveland, 40s. 6½d.; Cumberland Hematite, 48s. 8½d., and Middlesbrough Hematite, 50s. cash.

MANCHESTER SHIP CANAL.

Shareholders in the Manchester Ship Canal are not likely to derive much comfort from the traffic returns for the past year. It appears that the tonnage was: inwards, 1,053,637; outwards, 646,962; by barges, 365,336; total, 2,065,935. This result certainly shows an increase of 239,698 tons over the preceding year, but when the magnitude of the undertaking is considered, it must be regarded as being of a trifling character, and it is not the less disappointing that the increase of 1896 over 1895 was nearly twice as great, viz., 474,866 tons. The number of ships that used the canal was about 7,784, with a tonnage of approximately 2,400,000; while in 1896 the tonnage of the 10,274 ships that sailed along it was 2,226,264.

THE FLAXSEED SITUATION.

"The fact that domestic flaxseed has advanced to a parity with foreign laid down here has led to rumors of considerable engagements of the latter by seaboard crushers, and this is construed as a feature of the situation likely to depress the market. Investigation, however," says The Oil, Paint and Drug Reporter, "fails to show that there has been any foreign seed bought by crushers here beyond the purchases of Calcutta necessary to meet the demand for that oil which is to be reckoned on throughout the year. The position of seed abroad, or, more especially, of the Indian crop, would justify engagements for some time ahead at current quotations at the primary

DEALERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth? Do you know that the sale of

Enameline

The Modern STOVE POLISH

in Europe is more than the entire output of any other brand of Stove Polish in America? Such is A FACT! Why? Because Consumers and the Trade demand ENAMELINE.

markets, and so far as we are able to learn, the business has been limited to purchases on this account. Confidence in the maintenance of prices on flax is not sufficiently pronounced to lead crushers to buy linseed in competition with domestic as yet. The present net cost of Calcutta seed laid down here would be but little above that of domestic on an all-rail freight rate, and in view of the greater yield from the imported seed, the oil would probably cost no more than that made from flax on a basis of the extreme quotations of the past week. At the nominal quotations made for Argentine seed, the latter could be laid down here below the cost of flax, but there are no urgent demands upon the crushers, and the cost of oil is therefore predicated, as it has been for some months, upon a lower basis for seed than exists to-day. For that reason there is no incentive to buy foreign seed, except, as already stated, to meet the regular demand for Calcutta oil.

"Argentine seed is not in favor with American crushers, and would not be taken on an even basis with domestic; hence there would be little likelihood of its importation except to meet a positive deficiency in the supply of the latter, or in the event of speculation driving the price of domestic beyond the import cost. The latter is not a sufficiently probable contingency to merit serious consideration, except in connection with a greater shortage in the supply of domestic than can now be foreseen. While the crop has evidently been below 10,000,000 bushels, the consumption has not made the inroads upon old stocks of oil or the supplies of seed in crushers' hands than might have been expected to occur before this date. Reasonable anticipations for the trade of the next six months indicate that the new crop will come in with very little seed or oil on hand, but there is no actual famine yet in sight, and until one is imminent there is little likelihood of crushers turning their attention to foreign supplies. It is quite apparent from the foreign crop reports, however, that should this country prove to be a market for any larger quantity of Argentine or Indian seed, prices abroad would respond very promptly and a higher basis of values would result over the world."

NEW YORK MARKETS.

NEW YORK, Feb. 16, 1898.

PIG TIN—London cables came somewhat higher at the opening, but had little effect here. The closing cables were lower. Five-ton lots could have been secured at 14.05c. from store and 14.10c. free on board at the close. Business was on a rather smaller scale, and enquiries were hardly up to the late average.

COPPER—Reports as to business were hardly as brilliant as those made during the preceding two days, but considerable negotiation is under way that promises to terminate favorably. Stocks for early delivery are moderate. Prices were quoted at 11¼c. for Lake Superior ingot; 11 to 11⅛c. for electrolytic bars, etc., and 10⅞ to 11c. for casting.

PIG LEAD—Business of somewhat larger volume was effected, and the market showed rather stronger tone, although prices underwent no decided change. Several hundred tons were sold at 3.85c, which price seemed the lowest at which business could have been effected at the close.

SPELTER — Dealings are still on rather moderate scale, and the demand is merely ordinary. Sellers remain quite firm, however, and quote 4.10 to 4.15c. for prime western, delivered here or at common point. London cable quoted £18 for good merchant brands.

ANTIMONY—The market remains steady at 8 to 8¼c. for Cookson's, and 7½ to 7⅝ for other makes.

TIN PLATE.—Only moderate orders are being placed, and the condition of the market is much the same as for some time past,

John Bowman Hardware & Coal Co.

LONDON, ONT.

Linseed Oil, Glass, White Lead, Mixed Paint, Spades and Shovels, Screen Wire, Screen Doors, Fence Wire, Harvest Tools, **Shelf Goods and Cutlery.**

YOUR SPRING ORDERS SOLICITED. CLOSE PRICES.

NEW STOCK ALL BOUGHT FOR CASH. PROMPT SHIPMENT.

there being little inclination to do much pending the results of the newest effort to consolidate American manufacturers.

IRON AND STEEL.—Pig iron dealings are of fair amount and at former prices. Old material remains quiet also, and without change of importance.

Steel rails are steady, with quite good inquiry, and there is very fair business in track supplies at steady prices. Other manufactured products are steady, and considerable business is under way in various lines.

AMONG THE RETAILERS.

Better Feeling Desirable.

I have found the hardware retailers of Toronto an easy class of men to get along with peaceably, yet it seems that they do not find one another to be kindred spirits, for frequently I hear one criticizing most severely the business tactics of his neighboring rival. I believe that a little thought, a little careful consideration, would show the average hardware retailer that his rival should be his best friend. It is conceded that where there is a bad feeling existing there is cutting; that where there is cutting there is a decrease in net profit. Besides, the public, after hearing for some time the bad points in the character or business of both dealers, will not trust either of them, and is easily persuaded to deal elsewhere. A man can hardly be blamed for transferring his trade from a neighborhood where the dealers themselves profess to be suspicious of the other fellow. This is also true of some country towns. A farmer comes into the town, and, in conversation with Brown, is informed that Jones' stock is cheap, second-class goods, and is told later by Jones that Brown is unacquainted with any form of truth or veracity. This makes him suspicious of them both, and the first time he considers he has got poor value for his money he transfers his trade to another town. I, myself, have known of more than one such case as this. And in many instances this bad feeling is just a result of close competition, and may be avoided, especially in the smaller towns, by a mutual understanding never to underrate the other's character or that of his clerks. If the character of your competitor is not what it ought to he, the public will find it out soon enough. I would not deal with a man who is constantly criticizing his neighbor. A hardware retailers' association, like that among Palmerston and adjacent merchants, in each of the large cities would be beneficial in creating a better feeling between those in the trade. But whether an association be formed or not, every effort should be made to create a feeling of greater friendliness between the various members of the hardware trade.

Trade is Improving.

During the month of January, the general verdict was that business was, as usual, quiet. The last two weeks, however, have witnessed a change in the retail trade, and grocers reply more hopefully and more satisfactorily to any question as to the present business or the outlook. The improvement seems to be principally noted in the sections of Toronto where a large portion of the business is custom trade.

Getting Ready for Spring Trade.

I notice quite a number of retailers are getting their stocks arranged to be ready for the opening of spring trade. The majority of dealers are through stock-taking, and, as a consequence, know just where their stock is. The small amount of business now being done does not demand the continuous attention of all, or of anyone, in the store, and the more time that is devoted to having all goods in the best possible shape for display and handling when trade opens up next month will be amply repaid by the time saved when there is not so much to spare. Quite a number of hardware dealers have fallen into the habit of each season dealing in some special line of hardware. McDonald & Willson, Yonge street, make in the spring their "special" push to grasp a share of the bicycle trade. They already have devoted one window and the front of the central part of their floor space to the display of their wheels, and find that many people have already began to discuss what style of a mount they will want in 1898. Another article in which a "special" push is made in the spring in Toronto is gas stoves. Though the demand for these stoves will not set in for some time, it has been found in many instances good policy to make it known as widely as possible beforehand that one keeps a good range of them. It is a fact that pushing one article, and pushing it well, does pay, that is, granting the article to be of reasonable value for the money. J. T. Russill, King street east, made a special push in wringers with the result that he sold more in six weeks than he had for twelve months previously. It was a notable fact also that the great bulk of the trade in skates this winter has gone to those dealers who were advertising their stock in every possible manner, while some comparitively large stores found very little enquiry for this article. THE RAMBLER.

THE ABBOTT REMOVAL.

A press despatch from Kingston, Ont., says: "The city council had a very stirring session Monday night. Recently the ratepayers voted a bonus of $50,000, with $10,000 for land needed, to Abbot Bros., of Montreal, to establish iron works here. After the grant had been made it was discovered that the owners of the land had not given options to the council, and were asking big figures for the land. A Toronto syndicate owning a section of the site did agree, but not by a majority, to give its land for $2,000, but, later, put up the figure to $3,000, and stayed there. The finance committee hustled several options, and last night recommended a site—not all of the original one—to be secured at $10,475. The aldermen had a battle royal, pounding those who had shared in the muddle and finally agreed to the councillors' report, at the same time saying that hereafter all documents must be considered by the council, and no outsider will be relied upon for settlement of their duties. The mayor, city engineer and city solicitor will confer with the Abbots about the new location.

NOVA SCOTIA IRON AND STEEL CO.

A bill was introduced in the Nova Scotia Legislature, a few days ago, incorporating the Nova Scotia Iron and Steel Co. This company is intended to succeed the company now owning the Ferrona Iron Works, with the object of abandoning these works and erecting a new plant in Cape Breton. A clause provides that the company shall be exempt from taxation.

Thoughtfulness

is one of the component parts in the manufacture of **Goodrich Res Flex Tires.**

We are thinking of you when we buy the **BEST MATERIALS** and employ only the most **SKILLED MECHANICS** to make 'em.

QUALITY is never slighted, that is why there are **NO TIRES** just as good. Our catalogue explains why.

AMERICAN TIRE CO., Limited

DEALERS PRICES RIGHT. **164-166 King St. W., TORONTO**

MACHINERY AND MECHANICAL DEPARTMENT.

GAS FOR POWER PURPOSES.

AT a meeting of the Institute of Civil Engineers at Westminster town hall, London, England, was read an interesting paper by Mr. J. E. Dawson on "Gas for Power Purposes."

Mr. Dawson is probably the greatest authority on gas engines to-day, he being the inventor of the Dawson economic gas system so universally used in England. A few extracts from his paper will perhaps, therefore, not be out of place.

Gas engines driven with ordinary town gas offer the following advantages compared with steam engines: No ground space for a boiler is required, and no chimney; there is no boiler to clean or to repair, and no boiler to insure; there are no clinkers or ashes to remove, and no firemen to pay; the gas engine can be stopped or started at will, and there is no loss of fuel during stand-by hours. Besides all this there is always a large storage to fall back on in the gas holder at the town gas works.

For intermittent work, such as hoisting, printing, etc., and for moderate power working constantly, gas engines, driven by gas taken from the town mains have such manifest advantages that, to a large extent, they have superseded steam engines, and will doubtless continue to do so. Almost the only drawback is, that the day pressure in some of the towns is so low that it gives trouble.

It is generally admitted that when town gas costs more than 3s. (75c.) per 1,000 cubic feet, the working cost of an engine indicating more than about 30 horse power exceeds that of a steam engine of the same power under the usual condition of regular working. For large power it is not usual to work a gas-generating plant in connection with the engine, or there may be several engines served by one gas plant. In such cases the gas plant is to the gas engine what the boiler is to the steam engine. Approximately, it occupies about the same space as a steam boiler of the same power, and the fireman has to perform about the same duties in each case. The repairs of a gas plant usually cost much less than the repairs and cleaning of a boiler of the same power, and the running consumption of the gas against the steam of engine in both cases indicating 50 horse power or upwards, gas engines driven by generator gas of average quality consume 1 lb. of fuel, whereas a good steam engine requires 2 to 3 lbs. per indicated horse power hour.

An engine indicating about 120 horse power has been run on tests of five hours of an actual fuel consumption of only ¾ lb. per indicated horse power, and, on another occasion, with an engine indicating under 33 horse power, the gas plant was placed on a weighing machine, so as to obtain a series of actual records of the weight of the fuel converted into power, and, even on this small scale of working, the fuel consumed was only 1.2 lbs. per horse power.

Another important feature in gas is that it does not lose power on the way to the engine by condensation, like steam. On the contrary, the more the gas is cooled the better it is for the engine, as each charge which enters the cylinder is more dense, and has, consequently, greater energy. With steam the reverse is the case; there is also trouble with steam in piping, but with gas there is no such trouble, as the pressure is low. One result of being able to convey gas any distance in pipes, without deteriorating, is that there can be a separate engine in each department of a large factory, with light shafting for each. It is no longer necessary to have heavy shafting to drive the whole mill or factory from one engine placed near the boiler.

The electrical transmission of power in ship yards, or other works covering large area, is now being adopted extensively, and in this way some of the loss from condensing steam is avoided. But the power for driving the dynamos still has to be provided, and the most economical is gas power. One of the leading firms on the Clyde is putting in a large gas plant for this purpose. There are also several instances of gas power used for electric lighting, as well as pumping water; also sewage, etc. The stand-by loss of steam boiler is considerable, whereas that of gas capable of serving 200 horse power is only 3 to 5 lbs. per hour.—R.D.

W. H. THORNE & CO, LIMITED.

Attention is called to the advertisement in this issue of W. H. Thorne & Co., Limited, of St. John, N.B. This firm is the largest jobbing house in the lower provinces, and, indeed, one of the largest in Canada. Besides being large importers, they are largely interested in manufactures. They are now operating the Coldbrook rolling mills, and offer a superior quality of refined and common bar iron. They are also sole selling agents for the Gordon Wire and Wire Nail Works.

The firm of W. H. Thorne & Co., Limited, are well known throughout the maritime provinces, and they are now pushing sales for the manufactures in the west, and will no doubt establish their reputation for fair and upright business dealings.

INDUSTRIAL NOTES.

The Woodstock, Ont., Town Council, will buy a 15-ton road roller.

The Canada Switch and Spring Co., Montreal, has installed a Bessemer steel plant.

Winnipeg will spend $700,000 on a system of water works to be supplied from artesian wells.

The city of Hull, Que., has ordered 500 tons of pipe from the St. Lawrence Foundry Co., Toronto.

The Goldie McCulloch Co., Limited, Galt, Ont., will enlarge its offices, and extend the molding shop, owing to enlarged business.

The city engineer, of Montreal, has asked an appropriation of over $1,000,000 chiefly to be spent on new sewers and enlarging old ones.

W. J. Knowles, late vice-president of the Goold Bicycle Co., Brantford, Ont., is organizing a new company for the manufacture of bicycles in Canada.

The Graham Nail Works, Toronto, has installed recently a 35 horse power gas engine, which it is estimated will effect a large saving in running expenses.

The Smith Axle Works Co. is consolidating its business in Guelph, Ont., some carriage hardware, formerly made in London, being now manufactured there.

The Kerr Engine Works, Walkerton, Ont., recently supplied the water works commission, Kaslo, B.C., five fire hydrants, nine 6 inch gate valves, four 3 inch gate valves, and thirteen valve boxes.

The tender of the Dominion Bridge Co. for the erection of the new iron bridge over the St. Francis in place of the old Aylmer bridge, Sherbrooke, Que., was accepted; cost, $8,386; weight, 284,000 pounds.

The town of Welland, Ont., is to be piped at once for a natural gas supply. The rates to be charged will be the same as in Dunville, Ont., i.e., $35 a year for furnace, $24 for cook stove, $19.35 for a heater.

That the goods manufactured by the Goldie & McCulloch Co., Limited, Galt, are gaining a wide reputation is evident by the fact that the company have recently received an order from a London, Eng., firm for blocks and tackle.

The Laurie Engine Co., of Montreal, is now building for the Montreal Transportation Co., of Kingston, a large 500 horse power tandem compound Corliss engine, which will be shipped to Kingston in the spring. They are also building a cross compound Corliss engine for the Longue Point asylum, Montreal, and are installing an engine of about 100 horse power in the Windsor hotel for electric lighting purposes.

LONDON MAN NEAR KLONDYKE.

MR. F. W. HERRING, traveler, of London, Ont., who left recently for the Klondyke, writes from Dyea, Alaska, to a member of The London Advertiser staff. Dyea is about 300 miles south of Dawson City. His letter is dated Jan. 17, and reads as follows :

"I am at the foot or approach of the Chilkoot Pass. The mushroom growth of this place is surprising. Small lots are $1,200 to $2,000 each. The pitching of a tent on a vacant lot is $40 a month. Dogs are howling right and left, and all is so different to our Canadian way of living. In Juneau, as in all these towns, Sunday is not respected. Gambling houses, dance halls and saloons are all wide open day and night. We had four hours in Juneau, and it is a swift town. Everything is two bits, or a quarter, being equal to our 5 cents. Everyone has lots of money. Skaguay is the next largest, and much the same as Juneau, only you see more dogs and Indian packers. We were put on a lighter and towed here, as there is no dock here yet. The weather has been much misrepresented. The hue and cry comes from the people from the Coast, who never see snow, and in Seattle ladies were wearing furs and the men were shivering when it was just a nice morning for a walk. We had a sad accident in the City of Seattle coming up here. A Canadian met instant death by the falling of the masthead signal light. He was put off at Juneau, and will be buried there.

"The rush next spring, I am afraid, will be the cause of more accidents, on account of overcrowding the steamers. The trip up was something grand, especially in the Wrangel narrows, which can only be navigated in the day time. You see here seals by the thousands in these arctic waters. This hotel is a log house, with cook stove, tables and office all in one room. Our sleeping room is one room, with a space on the floor for 50 cents ; but it is clean, and that is everything."

AUTOMATIC TWIN FREEZERS.

In all the ice-cream freezers being put on the market this year by the North Bros. Manufacturing Co., Philadelphia, their new automatic twin scrapers are used. These scrapers are automatically moved to their place against the side of the cans and are held there constantly during the operation of freezing, thus insuring a perfect scraping of frozen particles as rapidly as formed, and secures ice cream free from little lumps or grainy particles. This is done by hanging the scraper so that the lower end rests on the bottom of the can, and the friction between the end of the scraper and the can bottom, when in motion, moves the scraper against the side of can and holds it there positively and continuously.

The company is placing seven styles of freezers on the market, five hand freezers and two power freezers, ranging in capacity from one to forty quarts. The forty-quart power freezer was put on the market last year, and is a specially good machine. The pail of the freezer is cedar, with electric welded wire hoops, which are guaranteed not to break or fall off. The cans are of heavy tin plate, with drawn steel bottoms, and are guaranteed not to break or leak.

BUSINESS MEN FOR PARLIAMENT.

BUSINESS men in Ontario ought not to experience any qualms of political conscience, if, at the ensuing provincial elections, in casting their ballots for a practical business man, they are thereby voting against one who is the standard-bearer of what has hitherto been their particular party.

There are no party questions at issue, but if there were, business men are under no compliment to the politicians of either party. Both great political parties are run by professional politicians, who, while they may mean right, are, from lack of experience as practical business men, incapable of governing the country to the best advantage.

Doctors may be all right for prescribing for the ailments of a sick man ; lawyers may be all right for unraveling knotty points in law ; ward politicians may be all right for pulling the wires which get party friends into offiice. Those are their various offices.

But legislating for the Province of Ontario and for every other province in the Dominion, requires, not professional men, not theorists, but, practical business men.

Because we have not had them in the past, the business interests of the country have suffered.

The business men of Ontario will, on March 1, have an opportunity of remedying matters to some extent.

Whether this or that candidate be Liberal or Conservative should not be considered. The question should be : Has he practical business commonsense ?

There are 93 constituencies to be represented in the legislature, and if in each of these constituencies one hundred merchants would resolve to vote, irrespective of party, for the man most endowed with business commonsense it would be possible to make the next legislature a marked improvement over its predecessor. And as business men persist in doing this, it will not be a great while before the respective parties become more careful as to the fitness of the men they nominate as standard bearers.

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for : Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc. ; Starr Mfg. Co. Halifax, N.S., skates ; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

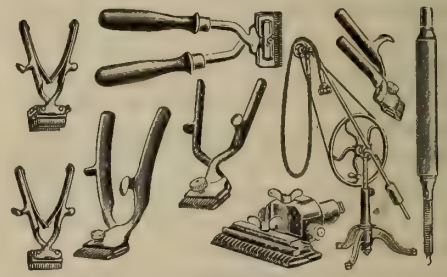
Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods.
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

PATENTS PROMPTLY SECURED
GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for free advice. MARION & MARION, Experts, Temple Building, Montreal.

McDONALD & ALLEN
KINGSTON
Manufacturers of
Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.
Sold by all Jobbers.

. . ISLAND CITY . .
Paint and Varnish Works
. . Manufacturers of . .
PAINTS, COLORS AND VARNISHES.
WAREHOUSES : 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS : 274 St. Patrick St., MONTREAL.


HAIR CUTTERS of every description — Hand and Power. You want the best. They are manufactured only by The COATES CLIPPER MFG. CO, Worcester, Mass. Catalogue on application.

Standard Steel Toe Calks

WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

KLONDYKE NOTES.

All the ponies on the ranches about Beaver Hills, N.W.T., have been sold to parties going to the Yukon.

At a recent meeting of horse-breeders in Toronto it was noted that, owing to the gold boom, the price of horses has advanced 25 per cent. throughout Ontario, and 50 in the Northwest.

A party of Montreal men, with Mr. O. Chaput, financial agent, 16 St. James street, as leader, left last week for the Yukon, going via Edmonton.

Agents of various companies are scouring the country in search of produce of all kinds. During the present week a gentleman has been in town offering to buy all the hay in the valley, delivery to be made between now and next May, at a price which would mean $15 per ton in Vancouver.—Chilliwack (B.C.) Progress.

SALARIED RACERS.

It now appears that manufacturers are not running after bicycle racing men to ride their wheels for a salary during the 1898 season. The falling off of the trade's support of racing men began in 1896. In 1897 the lack of support was marked, and this year there are precious few racing men who can boast of being salared by a maker. Many who last year drew salaries and expenses cannot this year get even expenses. In this dilemma the speed merchants are going back to first principles and actually buying their racing wheels according to their judgment.

ENGINE WORKS CHANGE HANDS.

Geo. White & Sons, engine makers, London, have bought out McPherson & Co., Fingal, Ont., whose works were recently destroyed by fire. Before buying out McPherson & Co., White & Sons secured from the London city council a rebate of one-third of their taxes. They intend to erect new buildings to cost $5,000 to $10,000 and will employ an average of about 25 men throughout the year more than they now employ. The average wages will be about 14c. an hour.

A PLUMBER SUFFOCATED.

Early Thursday morning, the premises of the Metropolitan Printing Co., 18 Lombard street, Toronto, were destroyed by fire. Mr. James Cruikshank, of Cruikshank Bros., plumbers, 20 Lombard street, was sleeping above his store, and was suffocated by smoke from the neighboring fire. He was found by his workmen sitting on the floor in his nightclothes, the probability being that he had been overcome after getting out of his bed to escape.

DEATH OF J. T. RUSSILL.

J. T. Russill, dealer in hardware, crockery, fancy goods, etc., St. Lawrence market, Toronto, died at his residence, 150 Jarvis street, Toronto, on Wednesday evening.

Mr. Russill was born in 1841 in Middlesex, England, and came to Canada in 1860. After spending some time in Canada he went to the United States. His sojourn in the United States, however, was brief, for about 30 years ago he was back in Canada and doing business at the St. Lawrence market, Toronto. His business gradually developed until it assumed its present importance.

The deceased leaves a widow, two sons and a daughter. The sons have for some time been associated with him in the business, and they will now carry it on as usual. Mr. Russill had been troubled with diabetes for about 10 years, but it had not been serious until six months ago, since which time he has only been able to attend to business at intervals. His mother, who lived with him, died but one day before him, at the age of 82.

Deceased was for many years a member of the Toronto Board of Trade, and also belonged to several secret societies.

MONARCH
HORSE NAILS

BEST STOCK. DRIVE BEST. HOLD BEST.

Write us for Samples and Prices.

MARITIME NAIL CO., Limited, - **St. John, N. B.**

National Blue F

THE MONEY M

The immense success the National met with last ye
year's stove, will, without question, make th

No Smoke -

THEY ARE SIMPLE IN OPERATION AN

Wait for our tra
or write for this

ALL STYLES

Handsome
..in..
Design

STYLE OF 2 AND 3 BURNER.

The NATI

IS

EASY TO
EASY TO
EASY TO

DISTINCTIVE POINTS

The Latest Improved Wick-Raising Device. One Handle Controls and Locks the Wick, Raises the Drum, Extinguishes the Flame, and leaves stove ready for next lighting.

The Drum Section is an ENTIRELY NEW FEATURE for this season and a great improvement over the old style.

No perforated plate to get clogged up.

The Burner is so constructed that it is cleaned every time you raise or lower the Wick.

Oil Connections are of Solid Brass, Bolted together—Upper Drum and Base Polishd Nickel.

The D. MOORE CO., Limi

lame Oil Cooks

AKER FOR 1898

, together with the DECIDED IMPROVEMENTS in this National the leader for the coming season.

IELD A GOOD PROFIT

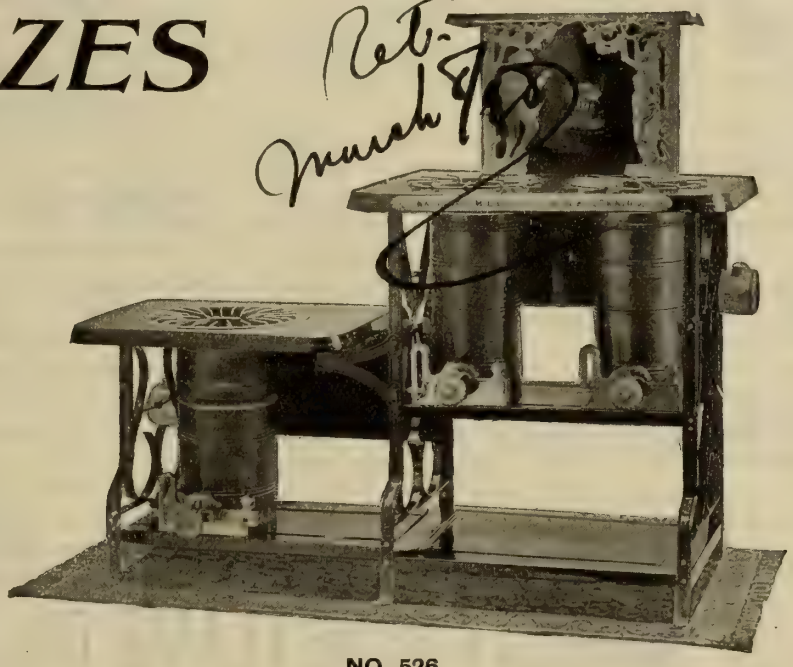
ers who are now out with this year's model, ar's prices, catalogue and particulars.

- No Odor

ND SIZES

NAL

LL
GHT
EP CLEAN



NO. 526.

Elegant ..in.. Finish

NATIONAL OVENS WITH A NATIONAL STOVE

.....Will Bake as Well as a Kitchen Range.

Steel-Japanned ..and.. Russia Iron.

Fitted with Asbestos Spreader. Full Flued with ½ in. air space. Doors are lined and fitted with Patent Locking Attachment which bolts door at top and bottom thus securing a tight fit.

Canadian Agents.

Hamilton, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 18, 1898.

HARDWARE.

THE general hardware situation is quite promising on the whole, and though the aggregate volume of business has not increased to any great extent, it has certainly expanded, and gives promise of increased activity in the near future. This is indicated by the quantity of orders for forward shipment that come in every mail. There has been no important change in values, except in cordage, which has advanced at a jump ½c. on both manilla and sisal, and both are firm at the rise.

BARB WIRE—Orders for future shipment are noted by jobbers, and there has been no change in prices, the quotable basis being $2 f.o.b. Montreal.

PLAIN WIRE — There has been a fair week's business noted in all staple descriptions of plain wire, but chiefly for future delivery. Discounts are unchanged at 35 per cent.

WIRE NAILS—There is a moderate enquiry for these for prompt shipment, and forward orders are still noted. We quote $1.90 f.o.b. Montreal.

CUT NAILS—Without change, except that some orders for larger quantities have been booked. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Trade has picked up a trifle in this line, and discounts are the same, at 50 per cent.

HORSESHOES — Continue quiet as last quoted. We quote as follows : Iron shoes, light and medium pattern, $3.25 ; snow shoes, $3.50 ; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25 ; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50 ; toe-weight steel shoes, all forward, $5.50.

SCREWS—Moving out in a quiet but steady way. Discounts are : Flat head, bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10 ; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent. ; round head, 25 per cent.

BRASS AND COPPER WIRE—The former is steady at 20c. up to 16 and the latter up to 10 gauge.

BOLTS — There is a quiet business doing in these. Discounts are : Carriage bolts, ¼ to 5-16, 70 per cent. ; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.

RIVETS—A quiet demand is reported. Discounts are : Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES — Dull : 9 and 10 Mill, $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off ; best Canadian makes, 70 per cent. off.

CHURNS — Remain as last noted.

CLOTHES WRINGERS — There has been more enquiry for these, but the price is unchanged, $29 being still quoted for Royal Canadian.

SPADES AND SHOVELS—Orders for forward shipment are increasing.

CUTLERY—Sporting cutlery, in the shape of hunting knives, etc., is receiving attention.

BUILDING PAPER — Quiet and steady. We quote : Plain, 25 to 26c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —Unchanged. Screw hook and hinge, 6 to 10 inch, $3.50 per 100 lbs.

SHOT—Quiet, at 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

CORDAGE—The appreciation in the price of raw material has led to a sharp advance in the price of all kinds of cordage, and prices are ½c. higher on both sisal and manilla. We quote : Sisal, 7-16 and upwards, 6¾c. ; ⅜, 7⅜c. ; 5-16 and ¼, 7⅝c., and 3-16, 8½c. ; manilla, 7-16, 7¾c. ; ⅜, 8¼c. ; 5-16 and ¼, 8½c., and 3-16, 9¼c. ; lath yarn, 6c.

CEMENT—Demand for cement this week was rather quieter after the transactions noted last week. We quote: English, $2.15 to $2.25, and Belgian, $1.95 to $2.10.

FIREBRICKS — Rule steady at $21 per 1,000 as to brand.

METALS.

There has been no changes in heavy metals and expectations for a good spring turnover continue as promising as ever.

PIG IRON— Nothing of importance has transpired in pig iron. We quote : No. 1 Hamilton, $16 ; No. 2, $15 ; Ferrona, $16; Siemens, $16 ; Summerlee and equal brands, $18 to $18.50 ; No. 1 Niagara, $17; Buffalo, $16.

BAR IRON—There is no change in bar iron, only a moderate jobbing demand being noted. We quote $1.50 f.o.b. Montreal.

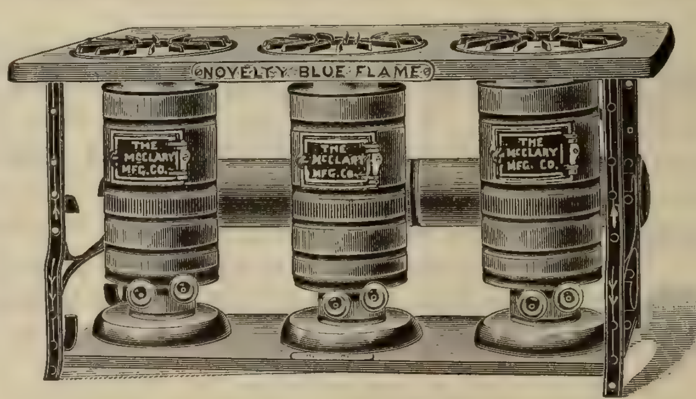
BAND IRON—At 25c. advance on the bar iron basis, a few small lots have been moving.

HOOP IRON—There is some demand for this material, and prices are steady at $2 to $2.10.

SHEET IRON—Without change and prices range : $2.10 on 10 to 16 gauge ; $1.80 on 18 to 20 gauge ; $2 on 22 to 24 gauge ; $2.10 on 26 gauge, and $2.15 on 28 gauge.

SHEET STEEL—The base price is unchanged at $2.25 for No. 24, usual extras for other sizes and demand is light.

NOVELTY BLUE FLAME OIL STOVES



Have given universal satisfaction in 1897. That was their first year.

Made in three sizes, 1, 2 and 3 burners ; burners are brass ; wicks 10 in. ; patent wick adjustment, effective and simple, preventing wicks being turned too high or too low.

Frames and tops made of steel.

Sample stove sent to any responsible dealer, SUBJECT TO RETURN, IF NOT SATISFACTORY.

Full assortment of Ice Cream Freezers, Refrigerators, Oil Stoves, and Klondike Outfits on hand.

The McClary Mfg. Co.

London Toronto Montreal Winnipeg Vancouver

APOLLO GALVANIZED IRON.

Bend it sharp, to see if it breaks, or cracks, or weakens.

Drive nails through it.

Hammer it.

Try it according to what you want it for.

Every sheet guaranteed to bear any test whatever.

Return to your jobber at his expense if defective.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

LEAD PIPE—Continues quiet at 7c. for lead pipe, and 7½c. for composition waste; discounts 27½ per cent. off.

GALVANIZED IRON—There is a good jobbing trade doing and prices, as a rule, are very firmly held. We quote: Queen's Head, $4 to $4.15, and Blue Jay, $3.75 to $3,95 for No. 28 gauge.

TINNED IRON—There are fair orders noted, prices ruling steady at 5½c. for 6 x 30., No. 24, with the usual extras.

PIG LEAD—Quiet, with a firm tendency, at $3.75.

INGOT TIN—Steady at 16c.

INGOT COPPER—Without change at 12c.

SHEET COPPER—Dull. We quote as follows: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—Quiet and unchanged at $2.10 to $2.15.

TIN PLATE—A fair sheaf of orders for spring shipment are recorded weekly. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I. X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

TERNE PLATE—Quiet and unchanged at $5.75 to $6.

COIL CHAIN—The active enquiry for coil chain continues, and prices are firm: ¼ inch, $4.75; 5-16, $3.80; ⅜, $3.25; 7-16, $3.15; ½ inch, $3.10, and ⅝ up, $2.80.

SHEET ZINC—Dull but steady at 5 to 5¼c.

SOLDER—Quiet and steady at 11 to 11½c.

SPELTER—Has been asked for to some extent this week at $4.70.

ANTIMONY—Unchanged, at 10 to 10½c.

IRON PIPE—There is a moderate enquiry, but prices are very unsettled. We quote: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2.25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSET BASINS — Unchanged, as follows: Ordinary washout, $12.50 to $18.50, and Zephon closets, $25 to $46, as to grade, complete with all fixings.

GLASS.

There is a good enquiry for forward shipment. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

A steady improvement is manifesting itself in all branches of this trade, both spot and spring orders showing more activity, with an increased volume. Prices everywhere are complained of as being too low, but we hear of no advances having taken

OLIVER
BARBED ANNEALED GALVANIZED **WIRE** NAILS STAPLES FENCING
COMPANY
Pittsburgh, U.S.A

The only manufacturers in the world who absolutely control the production and reduction of all the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.
Canadian Agents ... Montreal

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

place. Turpentine, which has been steadily advancing, is not yet at the top, and may go up this week. Linseed oil is becoming very scarce as consumption increases, but we repeat the same figures. Paris green is quiet, and in white lead, paints and varnishes, quotations continue unchanged.

WHITE LEAD—Best brands, Government standard, $5.37½ ; No. 1, $5.00 ; No. 2, $4.62½ ; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm ; casks, 4½c. ; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 7c.; No. 1, 6¼c.; No. 2, 5½c.

PUTTY—We quote : Bulk, $1.65 ; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 46c.; boiled, 49c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 51c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c., 250-lb. kegs, 14½c ; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady ; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 47½c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — Quiet and unchanged. Resins $2.75 to $4.50, as to brand ; coal tar, $3 to $3.50 ; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Quiet and steady, at 7 to 9½c. for beef hides, and 90c. for lambskins.

ASHES.

Unchanged. First pots sell at $3.40 to $3.50, and seconds, $3.15 to $3.20. Pearls are not quotable.

COAL.

Dull but steady. Stove and chestnut, $5.75; egg, $5.50 ; Scotch grate, $6, delivered ex yard ; Scotch steam, $3.50 to $3.60 ex ship.

PETROLEUM.

Moving in a seasonable way : Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities ; American prime white, 13½c.; water white, 15c., and astral, 16½c.

CIVIL SERVANTS' SALARIES.

At a recent meeting of the Quebec Board of Trade it was decided to endorse the grocers' petition to have a portion of Federal employes' salaries made liable to seizure.

ONTARIO MARKETS.

TORONTO, Feb. 18, 1898.

HARDWARE.

BUSINESS is now more active than it was a week ago. A feature of the business is the demand for goods from the Northwest and British Columbia. A good many orders have been received on this account during the past week, and some nice shipments have been made. One peculiarity about these orders is the large quantity of ice creepers which are wanted. Travelers representing firms in the United States manufacturing these articles have been in Toronto this week, and they state that their sales in Coast cities have been phenomenal. A great many butcher and sheath knives are also being shipped to the Coast by Toronto jobbers. It is also worthy of note that orders from Ontario points are both larger and more numerous. The only change in prices to note is an advance of half a cent per pound in both sisal and manilla rope.

BARB WIRE — There is no change, for while barb wire is dearer in the States, local dealers are still quoting as before, still working on contracts made before the advance took place. We quote : $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE — Business is still practically confined to orders for future delivery. Discount on oiled and annealed, Canadian make, is 35 per cent., terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC.—An increased demand is to be noted for coppered iron and coppered spring wire. Bright iron wire is moving slowly. Discount, 35 per cent.

WIRE NAILS—A slight improvement in the demand for prompt shipment is to be noted. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—A slight improvement is to be noted for cut nails. We quote : Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS — The improvement noted last week has been maintained. Discount, 50 per cent.

HORSESHOES—Still quiet. We quote : Montreal, $3.25 ; Toronto and Hamilton, $3.35 ; London and Guelph, $3.40.

SCREWS.—There is no falling off in the demand, trade still being brisk. Discounts are : Flat head bright, 87½ and 10; round head bright, 80 and 10 ; flat head brass, 82½ and 10 ; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS —Quite a number of shipments have been made during the week. Discounts are : Common carriage bolts, 3-16, ¼ and 5-16, 70 per cent.; do., ⅜ upward, 60 and 10 per cent,; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c., off the list; hexagon, 5¼c., off the list.

RIVETS AND BURRS — Trade is fairly active, with the demand principally for the pure copper article. We quote : Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list ; ditto (Norway iron) 60 per cent. ; black M rivets, (steel) 65 per cent. ; ditto, (Norway iron) 60 per cent. ; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifed, with urcatbox, $1.25.

ROPE—Prices have been advanced half a cent per pound on both sisal and manilla, the base figure now being 7⅛ and 8¼c. respectively. We quote: Sisal, 7-16 in. and larger, 7⅛c.; ⅜ in., 7⅝c.; ¼ and 5-16 in., 8⅛c.; 3-16 in, 8⅝c. Manilla, 7-16 in. and larger, 8¼c.; ⅜ in., 8⅝c.; ¼ and 5-16 in., 9¼c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CHURNS — Trade has materially improved during the past week, and orders are now coming in nicely. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The demand continues to improve. We quote : "New Leader," $30 per dozen ; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—There is a scarcity in some lines, manufacturers being behind in their orders. Discount, 45 and 2½ per cent.

BUILDING PAPER — The demand is fair, particularly for the "Cyclone" and "Anchor" brands. We quote : Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs. ; "Cyclone," 40c. for plain and 45c. for tarred.

BELTING—An improved demand is to be noted for both leather and rubber belting. We quote : Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent.

HINGES—A nice trade is being done

Place Your Orders Now For

EAVETROUGHS and CONDUCTOR PIPES

When you buy from us you're sure of the best. We only use the best brands of Galvanized Steel Plate. Some of our lines :

Galvanized Steel Eavetroughs.—O.G. pattern ; formed in 8 and 10 ft. lengths.

Half-Round Galvanized Steel Eavetroughs.—In 8 and 10 ft. lengths.

Bead Roll Eavetroughs.—New and up-to-date, in 8 and 10 ft. lengths.

Round and Square Conductor Pipe.—Made in 8 and 10 ft. lengths of one piece No. 26 Galvanized Steel Plate.

Corrugated Expansion Conductor Pipes.—Made in 8-ft. lengths, WITHOUT CROSS SEAM. Owing to the corrugations this pipe allows for expansion without cracking when filled with freezing water or ice. Ahead of any other pipe made.

Write now for Price List and full details. Any pattern Eavetrough made to order.

METALLIC ROOFING CO. LIMITED

1179 King Street West — TORONTO

in heavy T, strap, spring and barn dooor hinges. We quote as follows : 6 to 12 inch,inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35 ; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH — Forward orders are still being booked. We quote : $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

CUTLERY — A good many orders for butcher and sheath knives have been received during the past week from the Northwest and British Columbia.

SPORTING GOODS — There is still a demand on British Columbia account.

CEMENT—The demand continues quiet, with prices unchanged. We quote as folows in barrel lots : Canadian Portland, $2.50 ; English do., $2.85 ; Belgian do., $2.75 ; Canadian hydraulic cements, $1.10 to $1.25 ; calcined plaster, $1.90 to $2 per barrel.

METALS.

A fair business is being done and prices remain much as before.

PIG IRON—Prices are firm. We quote Hamilton iron at the furnaces : No. 1, $14 ; No. 2, $13.50 ; No. 3, $13. We quote United States iron on the track as follows : No. 1 foundry, $15.75 ; No. 2, $15.50 ; No. 3, $15.25.

BAR IRON—Quite a number of orders have been received during the past week, and some of them were of fair size. Business in bar iron is better than it has been for some time past. We quote : Base price at $1.40 and $1.45 carload lots, Toronto, and $1.50 to $1.55 for less quantities.

HOOP AND BAND IRON—A slight improvement in business is to be noted. We quote : Band iron, $1.85 for Canadian and $2 for imported ; hoop iron, $2.

SHEET STEEL — Has been fairly active both in the Nos. 1 and 2 qualities. We quote as follows : 12 gauge, $2.25 per 100 lbs. ; 16 gauge, $2.40 ; 18 to 20, $2.30 to $2.40 ; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55 ; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3 ; 22, $3.10 ; 24, $3.50 ; 26 gauge, $3.75.

BLACK IRON—Business in this line is better than it has been at any time since the beginning of the year. We quote as follows : 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70 ; 18 to 20 gauge, $2.30 to $2.40 ; 22 to 24 gauge, $2.25 to $2.35 ; 26 gauge, $2.30 to $2.40 ; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Some large orders have been received during the week, both for United States and English iron, and business, on the whole, is accounted fairly satisfactory. We quote : Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80 ; 26 gauge, $3.55; 22-24 gauge, $3.30 ; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—The market market is steady to firm. We quote pig lead, in small lots,at 4 to 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote : Dropped shot, 6c. ; chilled do., 6½c. ; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN—No large lots are moving, and business generally is light. The market is steady. We quote 16 to 16½c. for Lamb and Flag and Straits.

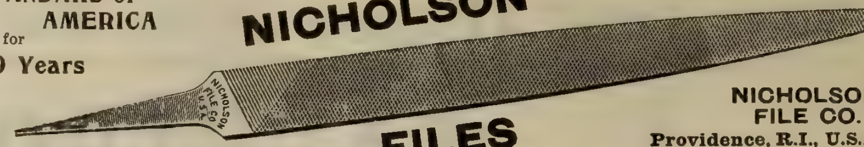
INGOT COPPER—The demand shows some improvement, and a large volume of business is being done in London and New York. Prices rule steady. We quote 12 to 12¼c. per lb.

SHEATHING COPPER—Outside of braziers' and roofing copper there has been very little doing. Quite a number of orders have been shipped in braziers.' We quote : Sheathing copper, 14½ to 16c., according to weight and quantity ; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE—Trade is a good deal better

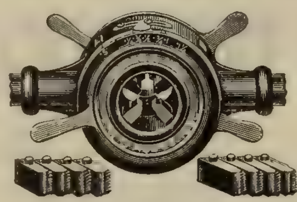
STANDARD of AMERICA for 30 Years

NICHOLSON



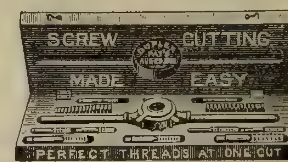
FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the **World**



FOR PIPE.

In Stocks and Dies
there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A



FOR BOLTS.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

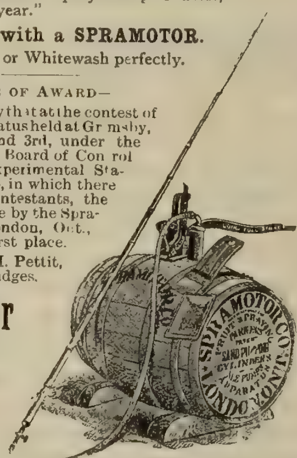
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

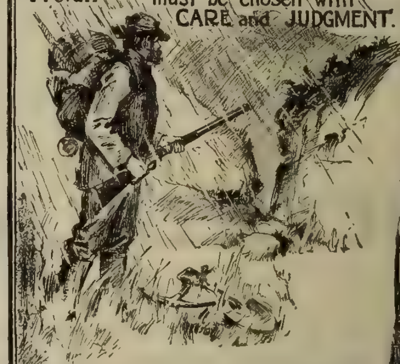
You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit,
Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

ARMS FOR THE KLONDIKE
Where Wet and Cold Prevail must be chosen with CARE and JUDGMENT.



Consider—if you can keep the wet out of your rifle it will not *rust* nor *freeze*. Only
Marlin Repeaters
have **Solid Tops**, shedding water like a duck's back. Our *197-page book* (just out) tells all about them. Up-to-date information about powders, black and smokeless; proper sizes, quantities, how to load; hundreds of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations. All calibres 22 to 45; how to care for arms and 1,000 other things, including many trade secrets never before given to the public. *Free if you will send stamps for postage to*
The Marlin Firearms Co., New Haven, Ct.

orders being larger, while price is steady. We quote: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Quiet, and discount is unchanged at 60 and 10 per cent.

RANGE BOILERS—A steady trade is being done. We quote: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES—There is nothing special to report. Business is slow, as is usual at this time of the year. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—No noticeable improvement has taken place, but trade can be considered fairly good. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Trade is quiet at 5½c. per lb.

COIL CHAIN—Trade is better than it was, and further improvement is looked for. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2 80; ¾ in., $2.75.

SHEET ZINC—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Quiet. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

PAINTS, OILS, ETC.

Orders from stock for turpentine and oils are good, particularly for the latter. White lead is quiet, and there is not much doing in dry colors. Quite a business is being done in varnishes. The volume of business for future delivery continues more than satisfactory. Orders are generally well assorted, with lead, dry colors, varnishes, oil and coach colors specially heavy. Prices are firm and unchanged, though advances are anticipated by many in turpentine and linseed oil. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

CASTOR OIL—In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4 barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

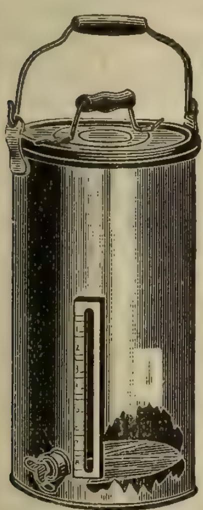
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.



Manufacturers of . . .

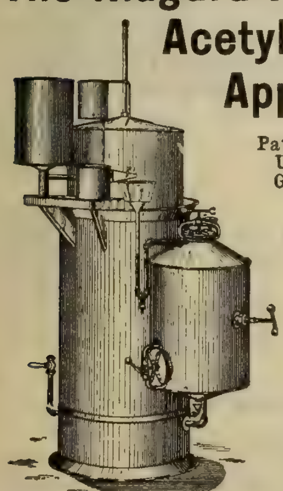
Creamer Can and Milk Can Fixtures

Bird Cages

Stamped, Retinned and Japanned Tinware

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus



Patented in Canada, United States and Great Britain

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light, Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

GLASS.

There has been an improvement in orders from stock during the last week. Import orders, also, have been satisfactory. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL

There is a good business being done, with prices unchanged, as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

HIDES, SKINS AND WOOL.

Hides—The demand has been easy. Cowhides are ¼c. per lb. and steerhides 1c. per lb. cheaper than last week. We quote: Cowhides, No. 1, d 9¼c.; steerhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

Calfskins — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

Sheepskins — Trade is fair, with prices steady, at $1.15 to $1.25.

Wool — The demand continues fairly active, with the price for pulled wools steady at 20½c. for fleeces and tub-washed.

SEEDS.

The export demand is about over, closing up with the usual heavy shipments by Toronto firms. As the local demand has not begun the market is dull and unsettled, so much so that dealers refuse to give quotations to cover a week in advance.

COAL.

There is no change in the situation. The scarcity of small grades of coal will be influenced very much by the weather during the next month or so. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46; stove, $4.46; chestnut, $4.46, net tons.

PETROLEUM.

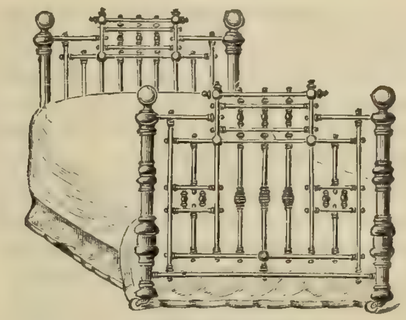
Business is good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

———

MARKET NOTES.

Sisal and manilla rope are both ½c. per lb. dearer.

Your clerks need not hesitate to fill orders



——Established 1859——

BRASS AND IRON BEDSTEADS

New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .

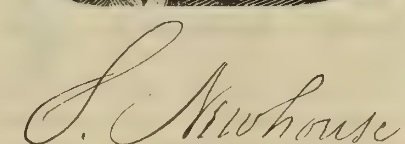
H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

--50th--

ANNIVERSARY!

ONEIDA COMMUNITY

1848! Limited 1898



50 YEARS ago Sewall Newhouse, the celebrated hunter and trapper, was making traps for himself and for sale to the Indians, in his little blacksmith shop near Oneida Creek. He made each part by hand, forging the springs from old axe-blades.

50 YEARS ago the Oneida Community bought some Indian lands from the Government, and started their enterprises on the Oneida Reservation. Mr. Newhouse joined the Community, and the Community began to make traps. To-day the **NEWHOUSE TRAP** is the main reliance of trappers, not only in America, but in every country of the world.

Newhouse Traps

are sure to go and sure to hold.

with "Enameline" when stove polish is ordered over the telephone.

H. S. Howland, Sons & Co. are busy fixing up their new premises.

Large orders for ice creepers are being received on Klonkyke account.

Toronto jobbers are getting a good many orders from British Columbia this week.

A. Rumford, stoves and tin ware, Guelph, has added a stock of hardware to his business.

MANITOBA MARKETS.

WINNIPEG, Feb. 14, 1898.

THE great bonspiel of 1898 is drawing to a close, and as the finals are played the interest deepens. Over 100 rinks entered this year, and it is calculated that between 300 and 400 curlers came in from outside points. In addition to the curlers, many others availed themselves of the cheap rate, and the city has been crowded with visitors for a week.

During bonspiel week the Western Lumbermen's Association held a very successful convention.

The Fairchild Co. are preparing to make large additions to their implement warehouse as soon as spring opens.

Those who had the misfortune to be burned out in the McIntyre block are just beginning to get round and find new premises to start in. The ruins still smolder and smoke, but cooled sufficiently last week to permit of the vaults being opened and iron safes taken from the cellars, where they had fallen. Some of the vaults proved untrustworthy, but the majority were all right. As to iron safes, it would appear that there are safes and safes. A J. & J. Taylor, which fell from the third floor, was opened and disclosed the fact that a box of matches left in it had not been ignited and the small wooden shelves were not even warped with the heat. Another safe, on the first floor, was found with a large hole in the side and the contents completely destroyed.

Business through the week has been very good, owing to many country merchants taking advantage of the cheap rates to come in and buy. Travelers are sending in good orders for bicycles, and everything seems to point to a good season. Prices are absolutely without change for the week, but barbed wire shows increased demand.

We quote as follows :

Barb wire, 100 lbs		$2 50
Plain twist wire and staples		3 00
Oiled annealed wire	10	2 80
"	11	2 90
"	12	3 00
"	13	3 15
"	14	3 30
"	15	3 65
Wire nails, 30 to 60 dy, keg		2 65
" 16 and 20		2 70
" 10		2 75
" 8		2 80
6		2 95
" 4		3 05
" 3		3 30
Cut nails, 50 and 60 dy.		2 50
" 20 to 40		2 55
" 10 to 16		2 60
" 8		2 65
" 6		2 70
" 4		2 95
" 3		3 20
" 3 fine		3 50
Horse nails, 45 per cent. discount.		
Horse shoes, iron, light, medium and heavy, keg		4 15
Snow shoes		4 40
Steel, light		4 40
" extra light		6 00
Bar and band iron, $2.10 basis.		
Swedish iron, $5 basis.		
Tool steel, Black Diamond, 100 lbs		8 00
Jessop		12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.		3 50
26 gauge		3 75
28 gauge		4 00
Galvanized American, 16 to 24 gauge		4 00
26 gauge		4 25
28 gauge		4 50
Genuine Russian, lb		12
Imitation " "		8
Tinned, 24 gauge, 100 lbs		7 25
26 gauge		7 50
28 gauge		8 00
Tin plate, IC charcoal, 20 x 28, box		8 50
" IX "		10 50
" IXX "		12 50
Canada plate, 18 x 21 and 18 x 24		3 25
Sheet zinc, cask lots, 100 lbs		6 00
Broken lots		6 50
Pig lead, 100 lbs		4 25
Wrought pipe, black, ¼ inch		2 50
" ⅜ inch		2 75
" ½ inch		3 00
" ¾ inch		4 00
" 1 inch		5 00
" 1¼ inch		7 00
" 1½ inch		8 50
" 2 inch		11 00
" Over 2 inch		65 p.c.
Rope, sisal, 7-16 and larger		7 25
" ⅜		7 75
" ¼ and 5-16		8 25
Manilla, 7-16 and larger		8 50
" ⅜		9 00
" ¼ and 5-16		9 50
Cotton, all sizes, lb.		15
Axes, per box	$5.50	to 8 00
Screws, flat head, iron		85 p.c.
Round " "		77½ p.c.
Flat " brass		80 p.c.
Round " "		72½ p.c.
Bolts, carriage		60 p.c.
Machine		60 p.c.
Tire		55 p.c.
Sleigh shoe		65 p.c.
Rivets, iron		50 p.c.
Copper, No. 8, lb.		25c.
Spades and shovels		40 p.c.
Harvest tools	60 to 60-	10 p.c.
Axe handles, turned, second growth hickory, doz		2 50
No. 1		1 50
No. 2		1 25
Octagon extra		1 65
No. 1		1 25
Ammunition, cartridges, Dominion R.F.		50 p.c.
Dominion, C.F., pistol		25 p.c.
" military		15 p.c.
American R.F.		35 p.c.
C.F. pistol		5 p.c.
C.F. military		Net
Loaded shells, Robin Hood, M		18 00
Eley's 12 gauge, M		16 00
American, M		16 20
Shot, ordinary, per 100 lbs.		6 00
Chilled		6 50
Powder, F.F., keg		4 75
F.F.G.		5 00
Robin Hood		10 00
Tinware, pressed	70 and	30 p.c.
Granite ware, according to quality.	50 to	60 p.c.

PICNIC BY THE EDMONTON ROUTE.

Word has been received at Winnipeg from the mounted police expedition going to Yukon overland from Edmonton. They crossed the Summit mountains about Fort St. John by an easy pass. There was only three inches of snow. Prospecting parties going in the same way write back that the journey is a picnic. Weather very mild.

UPS AND DOWNS OF BUSINESS.

In the quarterly reports prepared by the Bradstreet Company concerning the individuals, firms, and corporations doing business throughout Canada and the United States, it is shown that to the 1,168,343 concerns having an established place in business at the beginning of last year, there were 241,542 new names added during 1897, and that 223,332 were erased. What could be more striking testimony as to the proportion of new blood injected into the business world annually, and as to the number which fall by the way—those failing to pay what they owed, and those who merely failed to succeed? Over and beyond this, there were 86,991 changes made in firm style or nature of business, 200,287 changes of capital or credit rating, 2,076 new towns added, 1,268 dropped, together with 14,110 changes in the data presented in the Gazetteer Department, making a total of 769,606 changes of greater or lesser importance during the year 1897.

"DIAMOND" BRAND HORSESHOES.

The Portland Rolling Mills Co., Limited, of St. John, New Brunswick, held their annual meeting on the 8th inst., at which the former board of directors and officers were re-elected. They manufacture bar iron and steel, railway and pressed spikes, nails, tacks, etc. Last year they commenced the manufacture of a special line of horseshoes, known as the "Diamond" brand. They claim that this line is equal to, if not superior to, any other brand in the market. It meets the requirements of the trade, and they admit its superiority as claimed by the manufacturers. They are the pioneers of this industry in the maritime provinces, and so far the sales have been large. The president informed HARDWARE AND METAL that the result of last year's business was satisfactory, and that the prospects for the present year were exceptionally good.

HARDWARE TEAM WON.

A friendly game of hockey was played on Tuesday evening at the Prince Arthur rink, Montreal, between teams from Dorken Bros. & Co. and Thomas Robertson & Co., Limited, resulting in a victory for the latter, after a hard-fought match, by one game to nothing. The teams were as follows :

Dorken Bros.		T. R. & Co.
Guildfoy	Goal	Beaty
Evans	Point	Irving
Grier	Cover point	McGinnis
Lunan	Forward	McKenzie
Dawson	Forward	Pow
Mellis	Forward	Vallance
Wilson	Forward	Orsali

Referee — Mr. N. Wall.

NEW FENCE COMPANY.

The St. Lawrence Anchor Fence Co., Limited, Montreal, has been incorporated with a capital of $20,000. This company purposes manufacturing and selling all kinds of fences and gates; also the tools necessary for the manufacture of fences and gates. They have also been empowered to take out, buy or sell patents on any gates or fences, either in part or the whole.

"BRADLEY" THH.
Best Charcoal Tin Plates and
"BILSTON"
TINNED SHEETS are THE BEST for
Roofing, and Creamery and Cheese Factory Utensils.
Agent: ALEXANDER GIBB,
22 St. John St., MONTREAL

CLELAND BROS. & CO.
MEAFORD, ONT.
Manufacturers of NAVVY and all other kinds of
WHEELBARROWS
Write for Prices
Eastern Representative:
Alexander Gibb
22 St. John Street
Telephone 2343. MONTREAL

THE ONLY GENUINE
Alexanderwerk

Meat Choppers
White enamelled inside . . . .
Red jap. and decorated outside
BEWARE OF IMITATIONS
Rice Lewis & Son
(Limited)
TORONTO

PROFITS OF NICKEL MINING.

The product of nickel from the mines of this district last year was about 3,900,000 pounds, an increase over that of 1896 of nearly 250,000 pounds, and the copper in the ore was about 3,750,000. The price of nickel in the United States during the year kept steadily at 33 to 38c., and in England at 26 to 32c. a pound. A little more than half of the nickel was consumed in the United States, and the rest was sent to Europe, where the market for nickel has expanded very considerably of late. But, putting the nickel all round at 30c., and the copper at 10c. a pound, the total output of the mines was worth after being refined $1,545,000. From these estimates a mining man in town figures out the profits of the business of the year approximately as follows: Labor, including management, office expenses and roasting the ore, $220,000; fuel (coke, wood and blacksmith's coal), $130,000; powder, steel and supplies of all kinds, $35,000; transportation of matte to refinery and running ore train, $30,000; repairs of plant and railway tracks, $15,000; incidentals, $10,000—all of which comes to $440,000. Then for refining the nickel at 10c. a pound, $390,000, and for refining the copper at 1½c. a pound, $56,250, making the whole cost of the finished products ready for market, $886,250, and which leaves, after allowing $50,000 for agents' commissions, storage and ocean freights, the handsome profit of $608,750. The rentals from village lots, tenement houses, stores and other buildings should more than offset the insurance and taxes. It is said that nickel is now being refined for 7 to 8c. a pound, but in the above calculation the old charge of 10c. a pound is taken for this large item in order to be on the safe side. The cobalt, gold and platinum in the ore are also of considerable value.—Sudbury Journal.

NEW WOODSTOCK, N.B., INDUSTRY.

Application has been made for the incorporation of a company to be known as the Woodstock Sash Balance and Lock Co., to manufacture and sell a patented window raising and locking contrivance. To raise or lower a window it is only necessary to press a button, and the window can be locked at every half inch by simply removing the finger from the button. When locked the window is as firmly fixed as if fastened down. It can neither be raised nor lowered from the outside. The members of the company are John Fisher, J. T. A. Dibblee, H. P. Baird, Geo. Anderson, A. S. Estabrooks, Geo. Shaw, J. C. Hartley, A. Henderson, Dr. W. N. Hand and J. S. Eagles. They will have a factory in Woodstock, N.B.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

BROOM AND CORDAGE WORKS.
WELFORD BROS.
Manufacturers of
Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties Cordage and Twines.
LONDON

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

CHANGING FROM CREDIT TO CASH.

"THE South Dakota house whose announcement is given below," says Iron Age, "refer to the importance of the question in regard to doing a strictly cash business, and, under the pressure of the competition of the department stores and other houses who sell strictly for cash, have decided to make an experiment of discontinuing credit sales. The circular which follows was sent out to all their customers, and, in fact, to many others, early in January. Their experience thus far has been encouraging, and they are confident that they will gain more trade than they will lose." Their circular announcing the change is as follows :

THE PAST.

Our 17 years' business record needs no eulogy on our part. It has always been our aim to give value received. We have given credit to scores, from the first nails to put up their claim shanties to the threshing machines which hum in the yellow fields in autumn. In some cases this proved profitable, but in a large majority it resulted in loss, and if continued, it would bring pain, misery, and financial ruin, not only to the seller, but to the purchaser as well.

THE PRESENT.

The year just closed has been one not soon to be forgotten, full of disappointments from beginning to end. All prophesies have been knocked into smithereens. We are perfectly satisfied that South Dakota was not reckoned in the prophet's domain. The panic of 1873-4 did not affect us half as much as have the adverse environments of the year just closed.

THE FUTURE.

We do not hope for a repetition the coming year, but we have no assurance that fortune has better things in store for us. We have got to the end of the credit system journey, and after due consideration have come to the conclusion that the time has come for the

ADOPTION OF THE CASH SYSTEM.

This seems to us the only successful course to pursue, not only for merchants, but for farmers. And in doing this, we see only one rule to adopt and one line to strictly follow. In order not to show any partiality and to serve all alike, cash must accompany purchases from one and all, as it takes just as long to make a charge to a merchant, banker or minister as it does a farmer. We feel that this method will enable us to do business on at least half the expense, and thus allow selling goods at a much less margin.

We realize that this may work inconvenience to some for awhile, but after one year's trial we believe all will join in praise of our method. The only cause of regret will be that it was not adopted sooner.

In conclusion, we wish to thank one and all for their liberal patronage, and we bespeak a continuance of the same. Our aim will be to serve you more promptly and efficiently. We expect to meet all legitimate competition in point of quality, basis and terms. All goods specially ordered will have to be accompanied by cash deposit to one-half the cost, to assure prompt acceptance upon arrival.

Please bear in mind that all our books are closed, and the promise to "pay after I thrash" died and was buried, December 31, 1897, so deeply into the bowels of mother earth that it will never be resurrected.

You will always find us at the old stand ready to supply your wants, as herein set forth. Sincerely yours,

OCHSENREITER & SMALL,
Pioneer Hardware Merchants.

P.S.—Our prices have been reduced from 10 to 50 per cent. on present stock. It will be our constant aim to take advantage of the markets so that we may be in a position to save you money. Don't fail to read our advertisements in the local papers, and when we offer you bargains take advantage of them at once.

WEBSTER, S. DAK., January 5, 1898.

ROUND BOYS IN SQUARE HOLES.

SCHILLER was sent to study surgery in the military school at Stuttgart, but in secret he produced his first play, "The Robbers," whose first performance he had to witness in disguise. The irksomeness of his prison-like school so galled him, and his longing for authorship so allured him, that he ventured, penniless, into the inhospitable world of letters. A kind lady aided him, and soon he produced the two splendid dramas which made him immortal.

Daniel Defoe had been a trader, a soldier, a merchant, a secretary, a factory manager, a commissioner's accountant, an envoy, and an author of several indifferent books, before he wrote his masterpiece, "Robinson Crusoe."

A. T. Stewart studied for the ministry, and became a teacher, before he drifted into his proper calling as a merchant, through the accident of having lent money to a friend. The latter, with failure imminent, insisted that his creditor should take the shop as the only means of securing the money.

Erskine spent four years in the navy, and then, in the hope of more rapid promotion, joined the army. After serving more than two years, he one day attended a court, out of curiosity, in the town where his regiment was quartered. The presiding judge, an acquaintance, invited Erskine to sit near him, and said that the pleaders at the bar were among the most eminent lawyers of Great Britain. Erskine took their measure as they spoke, and believed he could excel them. He at once began the study of law, in which he soon stood alone as the great forensic orator of his country.

"Jonathan," said Mr. Chace, when his son told of having nearly fitted himself for college, "thou shalt go down to the machine-shop on Monday morning." It was many years before Jonathan escaped from the shop to work his way up to the position of a man of great influence as a United States Senator from Rhode Island.

James Smeaton's father intended his son for a lawyer, but nature had marked her bias for engineering upon every fibre of his being too deep to be erased by his parents. He was found one day, in petticoats, on the top of his father's barn, fixing the model of a windmill which he had made.

It has been well said, that if God should commission two angels, one to sweep a street crossing and the other to rule an empire, they could not be induced to exchange callings. Not less true is it that he who feels that God has given him a particular work to do can be happy only when engaged in its performance. Happy the youth who finds the place which his dreams have pictured. If he does not fill that place, he will not fill any to the satisfaction of himself or others. A parent might just as well decide that the magnetic needle will point to Venus or Jupiter without trying it as to decide what profession his son shall adopt.

In a fable in Judges, the fig tree, among others, was invited to become king over the forest. After the olive tree had refused to give up its fatness which "pleased God and man," to reign over the trees, the fig tree replied, "Why should I forsake my sweetness and good fruit and go to be promoted over the trees?"

What a rebuke in this beautiful fable to the thousands of people who forsake the sweetness and richness of their own nature to do something for which they are totally unfitted!

As king over the stalwart oak and lofty pine, the fig tree would have been a dead failure, and as much out of place as some of our politicians are in Congress; but for bearing figs the oak and pine are its inferiors. Bearings figs is the grandest thing in the world for a fig tree. It shines in its own sphere; but, stripped of its fig bearing power, it has no excuse for existence. Sometimes a mother, who reigns a majestic queen in her own household, forsakes her quiet sweetness of home rule for a noisy, rough, public career, for which she has not the slightest qualification. — Pushing to the Front.

STILL HANDLING THE SAME WHEELS.

Griffiths Cycle Corporation is again handling the "Humber," "Triumph," "Skylark" and "Leader." These gave such universal satisfaction last year that the manufacturers have decided it would be useless to try and make an improvement. The company has ladies' wheels in all these classes, and it is also making a specialty of children's mounts.

TORONTO AND THE NORTHWEST TRADE.

AT a meeting of the council of the Toronto Board of Trade on Feb. 7, Mr. A. E. Kemp, the chairman of the railway and transportation committee, submitted a report pointing out the disadvantage Toronto is under in respect to the passenger traffic from British Columbia, the Northwest Territories, Manitoba and other western points.

For many years past, if not, in fact, since the opening of the transcontinental line of the C.P.R., also the line running from Toronto to North Bay, this city has suffered in comparison with her rivals by better inducements being offered to the traveling public from the above-named points, to make Montreal their objective point rather than Toronto, notwithstanding that the latter city, even by the somewhat circuitous route by the G.T.R. to North Bay, is 137 miles nearer the western points named.

There have been no through cars for passengers desirous of visiting Toronto ; on the other hand, such passengers have been obliged to change cars at North Bay under conditions and at hours that were, to say the least, unfavorable.

"The feeling," continues the report, "appears to be prevalent, not only in business circles here, but amongst commercial houses in the west, that the tendency and influence has certainly not been with the view of encouraging traffic in the direction of Toronto. A business man desirous of visiting the east for the purpose of making purchases or transacting other business, becoming familiar, before buying his ticket, with the conditions as to through transportation, all things being equal, would invariably decide to go through to Montreal in preference to changing at a point 227 miles north of Toronto at an uncertain hour and, at certain seasons of the year, under conditions which are not inviting, also in view of the fact that the time occupied in traversing the 227 miles will occupy not less than nine hours."

The report also refers to the further difficulties that have recently arisen, it having been announced that the C.P.R. service over the G.T.R. to North Bay has been discontinued altogether, and that passengers destined for Toronto will continue on the main line east of North Bay to Carleton Junction, within 28 miles of Ottawa, and further to Smith's Falls, within 128 miles of Montreal, and at the former point they will disembark from the through cars destined for Montreal to a local train running to Toronto over the Ontario and Quebec division of the C.P.R. All the inconvenience attached to the transfer at North Bay will fairly apply to the change to be made at Carleton, in addition to being obliged to travel 217 miles further.

The committee consider that these new regulations are prejudicial to the best interests of this city, and recommend that the council put themselves in communication with the president of the C.P.R. regarding the question involved in the report, with a view of bringing about an immediale improvement in the existing state of affairs.

Following out the recommendation of the committee, Mr. A. E. Kemp moved, seconded by Mr. M. C. Ellis, that whereas the passenger service for a long time past connecting the city of Toronto with the transcontinental line of the Canadian Pacific Railway at North Bay has been of an inconvenient and unsatisfactory character and essentially discriminates against the city, therefore be it resolved that the report of the railway and transportation committee now submitted in reference to such service be adopted and that this council is of the opinion that we should have the most convenient and quickest service obtainable, including through passenger and sleeping cars between the Northwest and Toronto, and that with a view of endeavoring to secure such improved service a copy of said report and this resolution be sent to the president of the C.P.R. and the general manager of the G.T.R., respectfully soliciting their report.

This was carried by the council.

QUICK FREIGHT DESPATCH.

Caverhill, Learmont & Co., wholesale hardware merchants, Montreal, have sent the following letter of thanks to Mr. G. B. Reeve, general traffic manager of the Grand Trunk Railway system, in reference to a quick shipment :

Dear Sir,—We feel that we cannot allow the following instance of your quick despatch to pass without some notice. On the 7th of this month you received a carload of bicycles from our factory at North Milwaukee, said car reached Montreal yesterday morning, the 11th inst. We feel that too much praise cannot be given the Grand Trunk Railway for prompt expedition.

BRUSHES
BRUSHES
BRUSHES

DO NOT BUY
till you see our
NEW LINES
Our Travellers will call on you shortly, in ample time to supply your wants
.. For Spring Trade

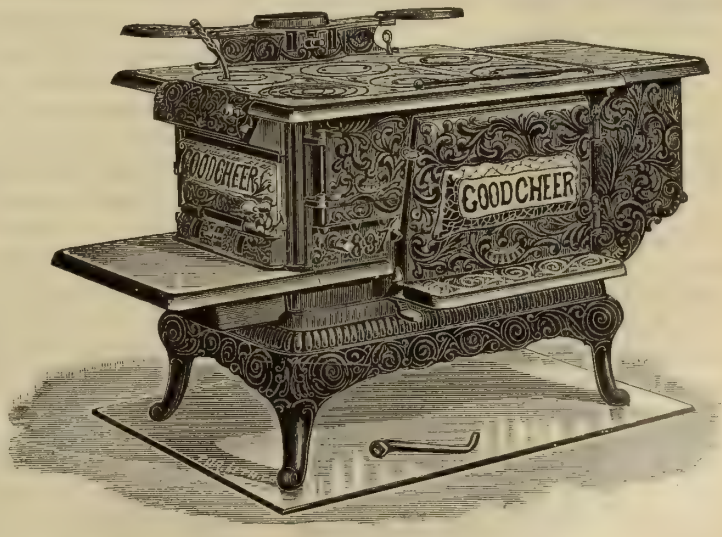
MEAKINS & CO.
313 St. Paul St.
MONTREAL

MEAKINS & SONS
King St. East
HAMILTON

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere.

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

LOUIS P. Beaudoin, general merchant, Grand River, Que., is offering 30c. on the dollar.

Henry Raith, contractor, Montreal, has assigned.

The Cape Breton Copper Co., Limited, Sydney, N.S., has assigned.

Magloire Benoit, wood and coal dealer, St. Hyacinthe, Que., has assigned.

A. Desmarteau has been appointed curator for A. W. M. Kelly, contractor, Montreal.

Mrs. John Moisan, general merchant, Drummondville East, Que., is offering 35c. on the dollar.

Wm. Graydon, general merchant, Mono Road Station, Ont., has assigned to Hy. Barber, Toronto.

Runians & Butler, departmental store, London, have assigned to A. O. Bucham, Toronto, and a meeting of the creditors will be held on the 22nd inst.

John A. Macdonald, general merchant, Puslinch, Ont., has assigned to F. H. Lamb, Hamilton, and a meeting of his creditors will be held on the 22nd inst.

PARTNERSHIPS FORMED AND DISSOLVED.

D. E. Currie, tinsmith, Hartland, N.B., has sold out to Shaw & Dibbler.

E. Brosseau & Co., general merchants, St. Albert, N.W.T., have dissolved.

Dahl Bros., general merchants, Orangeville and Erin, Ont., have dissolved.

A. G. Adams, hardware dealer, etc., Kingsville, Ont., has been succeeded by Adams & Coate.

Schwartz & Klassen, implement dealers, Altona, Man., have dissolved, Jacob Schwartz continuing.

Hipwell & Loblaw, general merchants, Bondhead, Ont., have dissolved, M. B. Hipwell continuing.

D. J. Whitney, general merchant, Essex, Ont., has admitted John C. Whitney, and the style is now Whitney Bros.

Toombs & Kirkpatrick, general merchants, Carman, Man., have dissolved, James M. Toombs continuing.

The Mountain City Cycle Co., Montreal, has dissolved, and A. D. Chaplin has registered as proprietor under the old style.

Medard Luneau and Joseph Morasse have registered as proprietors of the firm, Luneau & Morasse, general merchants, North Ham, Que.

W. Terry and P. S. Bowell have registered partnership in the firm, Terry & Bowell, blacksmiths and wagonmakers, Port Arthur, Ont.

Ligouri Denault and Arthur Denault have registered as proprietors of the firm, Ligouri Denault & Fils, carriage makers, Granby, Que.

Co-partnership has been registered between Wm. and James Burritt, under the style of Wm. Burritt & Co., general merchants, etc., Yarmouth, N.S.

SALES MADE AND PENDING.

J. Stinson, general merchant, Carroll, Man., is reported to be selling out.

Cronsberry & Ross, general merchants, Woodville, Ont., have sold out.

The stock of J. S. Timmins, general merchant, Ayr, Ont., has been sold.

W. C. McLeod, hardware dealer, Woodstock, Ont., has sold out to J. H. Buchanan.

The assets of Ambroise Goulet, steamboat owner, Lachine, Que., have been sold.

The stock of the estate of Josiah Perrin, general merchant, Pontypool, Ont., is to be sold.

W. F. Lawrence, general merchant, Maple Creek, N.W.T., has sold out to — Cook.

Mrs. Charles B. Keith, general merchant, Berry's Mills, N.B., has sold out to Trueman Jones.

The stock, etc., of the estate of Morton & Co., general merchants, Fort William, Ont., is to be sold by auction on the 22nd inst.

The stock of McNiece & Burrows, general merchants, Lumsden, N.W.T., is advertised for sale by tender.

S. S. Armstrong & Co., general merchants and saw mlilers, St. Odillon de Cranbourne, are selling out their store business.

CHANGES.

W. F. Finkbeiner, hardware dealer, etc., Rostock, Ont., is moving to Milverton.

The Star Iron Co., Limited, Montreal, have obtained charter of incorporation.

Pike & Carsons, general merchants, Carbonear, Nfld., have gone out of business.

The Ontario Powder Works Co., Kingston and Tweed, Ont., have started business.

C. P. Wright, hardware dealer, Aylmer, Que., is adding groceries and shoes to his stock.

The Trading and Mining Co., of Canada, Limited, Montreal, are applying for incorporation.

The Northern Giant Mining Co., of Ontario, Limited, Toronto, have obtained a charter.

Paul & McCallum, implement agents, Moosomin, N.W.T., have recently opened up in business.

The St. Lawrence Anchor Fence Co., Limited, Montreal, have obtained charter of incorporation.

Desire Lambert is about commencing business as general merchant in St. Odilon de Cranbourne, Que.

FIRES.

The Markham Electric Light Co., Markham, Ont., have been burned out.

John Northcott, general merchant, Vankleek Hill, Ont., has been burned out; insured.

John Parr, general merchant, Bradwardine, Man., has been burned out; loss reported about $4,000; insured for $3,000.

DEATHS.

Ed. Roberg, painter, Quebec, is dead.

James Green, electrician, Montreal, is dead.

Patrick Kavanagh, blacksmith, Manotick, Ont., is dead.

Theodore Polito, of the Dominion Glass Bending Works, Montreal, is dead.

COUNTRY STORE CLERKS.

The hope of the rising generation lies in their excelling in some particular direction. The country clerk, for example, who dreams about the possibility of his having a position at some time in a large city establishment, can very easily fit himself for the wider sphere, as also provide himself with a pretty certain passport to it, if he will apply the key just given him to the situation. There is no better preparatory school for the city store or factory than the country store. The clerk who learns to successfully cater to the whims of a rural customer, and who is anything like a successful student of human nature, will have no difficulty in adapting himself to the requirements of the wider sphere when he comes to the city, if he deems it essential to do so at all. Let him bear in mind, however, that there may be more opportunities for him right in his own town than he will find anywhere else in the broad expanse of the world. It is the man more than the location all the time, although the latter undoubtedly counts.—Portland Tradesman.

SKATE FIRMS AMALGAMATE.

The Starr Manufacturing Co., of Halifax, have purchased the patent rights, stock and material of the Forbes skate, made by the Forbes Manufacturing Co., whose business is now being wound up. These skates are the "Achieved" and "Columbus." The Starr company will begin the manufacture of the Forbes skate the coming summer, and place it on the market in time for next winter's trade. The company now manufacture fifteen or twenty different skates, and find that in some localities one will be a favorite, while in another a different skate will be the public choice. The company think the Forbes skate will take particularly well in England, and will arrange to have it pushed there for next winter's sale.—Maritime Merchant.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes

ST. JOHN, N.B.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Honora Bay Wharf," will be received at this office until Thursday, 10th March next, 1898, for the construction of a wharf with approach, on Honora Bay, Manitoulin Island, Algoma County, Ont., according to a plan and a specification to be seen at the offices of H. A. Gray, Esq., engineer in charge harbor works, Ontario, Confederation Life Building, Toronto; and the Postmaster of Honora, Manitoulin Island, Algoma County, Ont.; and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for eight hundred dollars ($800), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, Feb. 11th, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (10)

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for North Bay Wharf," will be received at this office until Monday, the 21st day of February next, inclusively, for the construction of a wharf at North Bay, Nipissing District Ont, according to a plan and specification to be seen at the offices of the Town Clerk, North Bay, and H. A. Gray, engineer in charge harbor and river works, Ontario, Confederation Life Building, Toronto, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for one thousand five hundred dollars ($1,500.00), must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, 31st January, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (8)

Improved Wanzer Lamp

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

WANZER.

WANZER LAMP & MFG. CO.
HAMILTON.

THE NEW WIRE NAIL TRUST.

WHEN it was announced a few weeks ago that a new wire nail trust was about to be formed it was stated that a capital of $50,000,000 would be required to buy up all of the wire nail plants. But $50,000,000 was an under-estimate of the amount required, as the plants are evidently much more valuable than had been supposed. When the original wire nail trust, which collapsed about a year ago, had acquired possession of practically all of the nail mills in the United States east of the Rocky Mountains it immediately closed up about nine-tenths of them, and concentrated the manufacturing work upon the remainder.

The newly formed wire nail combination will have to buy all of the mills, good and bad; this accounts in part for the enormous increase in capital from $50,000,000 to $70,000,000, and then to $87,000,000. Assuming that the accountants and appraisers shall make correct estimates of value of the various plants, it would appear that for every dollar about to be invested by the new corporation in good manufacturing plants it will be necessary to sink $9 in obsolete plants or useless materials. In other words, the capitalization will be swelled or watered in something like that proportion. Now let us move the decimal one point to the left, and we will obtain $8,700,000 as an estimate, upon this basis of calculation, of the value of the good nail mill plants in the country. This is, no doubt, a moderate valuation. It will prove a heavy tax upon the earning capacity of $8,700,000 of active capital to pay interest on $87,000,000, of which nine-tenths is idle capital. This can be accomplished only by increasing the price of nails and decreasing the cost of manufacture. The former wire nail trust did both of these things. It raised the selling of nails from 80c. to $3 a keg, and reduced expenses in manufacturing and selling nails in like proportion. The new combination will not have such great opportunities, because the price of nails has not returned to the extremely low figures prevailing when the original trust was formed, and many of the economics then introduced are still retained. When the original wire nail trust came into existence this business was thoroughly demoralized; money was being lost in manufacturing wire nails, and an excuse existed for the creation of a combination to regulate prices upon a fair basis. At the present price of nails and the low price of raw material we believe that all the mills which ought to make money under fair conditions can do so; there would, therefore, seem to be far less excuse for the formation of a gigantic combination than existed when the former wire nail trust was created.—Philadelphia Record.

W. GORDON & CO.

SCALE MANUFACTURERS

587 St. Paul Street

Montreal

All kinds of Scales made and repaired.

Write for Catalogue.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

Coldbrook Iron and Steel Co., Limited

Manufacturers of all kinds of **Bar Iron**

Gordon Wire and Wire Nail Works

MANUFACTURERS OF

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies.

ORDERS PROMPTLY EXECUTED.

W. H. THORNE & CO., Limited

ST. JOHN, N.B.

Gold Scales

— FOR —

KLONDIKE

LAMPLOUGH & McNAUGHTON

MONTREAL.

Plumber and Steam-Fitter

THE SCIENCE OF VENTILATION.

THERE are few subjects about which so much has been written, yet about which the general public is so ignorant as the art of ventilation.

The air we breathe contains two gases, oxygen and hydrogen. The proportion should be about 20 per cent. oxygen and the remainder hydrogen. As the oxygen is the vital fluid, hydrogen being merely a dilutant, it will be readily seen that a reduction in the percentage of oxygen is bound to have injurious effects on the health of persons breathing such vitiated air. This is abundantly testified by the number of pale faces and purple lips of persons living in close, warm rooms.

The necessity of an abundance of fresh, pure air no one will deny, yet the heating of occupied apartments, especially, school and other meeting rooms, is very defective. The heating of unrenewed air in such a room soon creates an atmosphere charged with noxious exhalations from the lungs and the skin, and becomes continually more impure till it is sickening and infectious.

Ventilation may be produced by three methods—natural, mechanical and aspiration. Natural ventilation, i.e., the natural movement of air, is too much affected by the varying conditions of temperature or humidity in the atmosphere to be relied on. Mechanical ventilation is produced by the action of fans, creating a regular air movement, and removing foul air as quickly as generated, and drawing in fresh, pure air to take its place. By aspiration is meant heated chimneys or shafts for the removal of columns of vitiated air from occupied buildings.

In all systems of ventilation it is essential that a constant current of air be maintained by keeping the inlets and outlets always open, and when a difference in temperature is desired, it should be effected, not by altering the amount of air admitted, but by altering the temperature of the air admitted.

There are two mechanical systems of ventilation known, the "plenum" and the "vacuum" systems, the former forcing fresh air into a room, thus driving out the impure air, the latter forcing the impure air out, thus creating a vacuum which must be filled by pure air.

To get the best results these two systems should be used conjunctly, and when thus properly used will be found perfect and irresistible, no matter what the humidity or temperature of the atmosphere may be without or within.

The size of the inlets and outlets for forcing air in and out must be regulated by the maximum number of persons to whom the air is to be supplied.

For instance, a meeting room holding 50 persons would require 1,500 cubic feet of fresh air every minute, the best authorities agreeing that not less than 30 cubic feet per minute is required for each person. A room 30 x 30 x 20 feet would contain but 18,000 cubic feet, or just sufficient to last 50 persons 12 minutes, so it is readily seen that the fresh air in even a large room is speedily exhausted, unless regularly renewed. In estimating the air motion five feet per second should be the maximum, though a much higher rate might be reached if the outlets for the foul air be of ample size. As 1,500 cubic feet per minute, or 25 cubic feet per second, are desired, the inlets will necessarily be 25 cubic feet divided by 5 feet, or 5 square feet of clear, unobstructed opening. In estimating this area, of course, allowance should be made for all cracks or openings in every part of the room, through which air is sure to come.

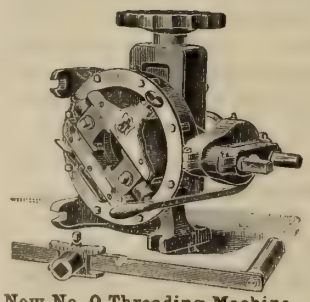
Practical experience has taught that the best results are obtained in large halls, etc., by placing fresh air inlets about 6 or 8 feet from the floor and the foul air outlets near the floor and as closely under the inlets as possible. Care should be taken to follow this rule under all circumstances.

The heating of ventilating shafts by coils of steam pipe (the aspiration method) has been found satisfactory in many instances. The area of these shafts depends, as in the mechanical method, on the capacity of the room to be ventilated. In a room capable of holding 1,000 people, as each require 30 cubic feet per minute, 30,000 cubic feet per minute are necessary, and as the air movement is 5 cubic feet per second, or 300 cubic feet per minute, the area of the shafts will necessarily be 30,000 cubic feet divided by 300 feet, or 100 square feet, or 10 shafts, the area of each being 10 square feet.

PLUMBING INSPECTOR WANTED.

"There is one thing this city needs very badly," remarked a prominent plumber recently, and that is an efficient sanitary inspector. I don't mean a man to go about the city inspecting back yards and cellars, but a practical plumber whose business it would be to inspect all plumbing work done within the city. Here is a case in point: I have just been working at a place where I found not only waste pipes put in badly, but also a big hole in one of the joints. That break existed for years, and all the time foul air was escaping into the building. Had the work been inspected by a competent official that defect would have been observed and the plumber would have been compelled to make it good. I know the city already has what is called a 'sanitary inspector' who is all very well in his way, but he knows as much about plumbing as I do about managing a bank. In other cities—in the United States, especially—they have practical plumbers as inspectors, and all work must be tested before the dwellings are permitted to be occupied. In some places

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES
(Hand or Power)



New No. 0 Threading Machine.

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office. 139 Centre Street

Bridgeport, Conn.

Hardware, Plumbers' and Bicycle Specialties.

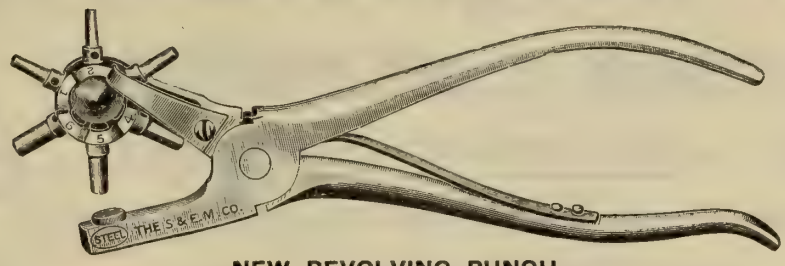
OUR GOODS ARE WELL KNOWN IN CANADA

No. 4

1898

CATALOGUE

Send for it



NEW REVOLVING PUNCH

Mention this paper, Canadian HARDWARE AND METAL.

The SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.

the plumbers have to pass regular prescribed examinations and receive certificates before being allowed to ply their trade. Here in Kingston, good, practical plumbers are walking the streets, unable to secure work, while boys are doing the necessary plumbing. I feel sorry for the people in whose dwellings these embryo plumbers are permitted to operate. The council should take prompt action and appoint a competent inspector, and I feel satisfied the residents will enjoy better health and will have smaller plumbing bills to pay. Often I have had to go over a whole dwelling after the contractor has finished his work, and practically reconstruct the plumbing plant on a proper basis."—Whig, Kingston.

PLUMBING AND HEATING NOTES.

THERE appears to be a scarcity of houses in town, and, in fact, there has been few vacant ones for the past few years. Several new ones will be built next summer.—Perth Expositor.

Mrs. E. Nuttall, of 188 Adelaide street, Toronto, has obtained a building permit for the erection of a three-storey brick dwelling, to cost $1,400.

Tiverton is to experience a real building boom this year and the lately burned block is to be replaced by a fine brick one. John McKellar will build on the site of the old corner grocery and drug store and Dr. Chambers, who has purchased the rest of the burned property will build as soon as possible.—Kincardine Review.

A plumber is a bad man for a thief to fall into the hands of, which one of the kind found to his cost last Saturday evening. George Macdonald, a plumber working for Cairns & Co., Dundas street, Toronto, caught a young man in the act of robbing the store next to Cairns & Co.'s, and in spite of the desperado's struggles, handed him over to the police. The young man was convicted on Monday morning.

CROW'S NEST PASS COAL.

THE Crow's Nest Pass Coal Company has placed orders for coal mining machinery to the value of $100,000 with Montreal and Toronto manufacturers. They will erect about fifty bee-hive coking ovens to supply the Kootenay smelters with that article. Wm. Blackmore, the manager of the company, has visited the leading coal mining centres of Canada and the United States and will use only the most improved electric coal-cutting machinery in the company's mines. According to Dr. Selwyn, former director of the geological survey of Canada, these coal fields contain 49,952 tons per square mile and, with the deposits explored up to the present, there are about 150 square miles. The immensity of the deposits can hardly be realized. One seam of coal, from 20 to 30 feet thick, is 1500 feet up the mountain across the face of an open sandstone cliff. Higher up is another 30 foot seam. The Dominion Government has reserved 50,000 acres, while 200,000 acres of the coal area are controlled by an association of Canadian capitalists and the Canadian Pacific Railway. When the output is placed on the market it must materially affect the price of the article both east and west.—Miner, Nelson, B.C.

MANUAL ON HEATING.

Some time ago The American Artizan, Chicago, held a "House Warming Competition," when $300 in prizes were given for essays on hot water heating, steam heating and warm air heating. Essays were received from nearly all over the United States, and much difficulty was experienced in rendering decisions. Some 25, the pick of many essays, were collected and published in the form of a well bound book, which was given the title, "The House Warming Manual." This work was found so popular that the first edition has been exhausted, and a second edition, a copy of which has been received by HARDWARE AND METAL, issued. It is well printed, cloth bound and generously illustrated with diagrams, etc., which render the essays much more easily understood.

NEW HEATING FIRM.

The Star Iron Co., Montreal, has been incorporated with a capital stock of $60,000, for the manufacture of furnaces for heating by hot water, steam or hot air, and of radiators, stoves, and all appliances for heating houses or public buildings. It has also been granted power to carry on business as general manufacturers and general merchants.

THE EXPORTATION OF GAS.

According to a contemporary, the Leamington, Ont., Board of Trade has been negotiating with the management of the Lake Erie and Detroit River Railway for the transportation of 500 persons from South Essex to Ottawa. It is intended to send this monster delegation to Ottawa to protest against the exportation of natural gas from South Essex to the United States. The delegation will consist of residents of Leamington, Kingsville, Ruthven, and the townships of Gosfield South and Mersea, and probably several from Windsor.

NEW HARDWARE FIRM.

Application will be made for the incorporation of The Montreal Hardware Manufacturing Co., Montreal, consisting of Telesphore Sicotte, C. E. Delorme, G. M. Delorme and A. G. Yon, all of Montreal. The capital stock of the company will be $20,000. They will manufacture and sell small hardware of all descriptions.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Joseph Rodgers & Sons, Limited

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

REGISTERED TRADE MARK.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS

Feb. 18, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	. ..	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base...	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs / " 14x60 " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 55
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"	...	1 90
inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3 65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

Queen's Head or equal grades in case lots:

		Per lb.
16 gauge	....	0 03⅞
18 to 24 gauge	....	0 03⅞
26 "	....	0 04⅛
28 "	....	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	..	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27% per cent. discount.
NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¼	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 75
No. 3 do	4 37
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon..	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb..	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-l . tins, 4 in c se	2 15
12½-lb. tins, 8 in case	2 30

Quotations f o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 46
Boiled, per gal. net	....	0 49

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	....	0 50

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lots	....	0 10½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss; " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 40, 10 and 10 per cent.
Standard, 45, 10 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis.,60 and 10 to 70 p.c.off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 50
Belgium "	2 35
Canadian hydraulic	1 10

Figures are for barrel lots.

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn s, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis .25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	...	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair..	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern "M" brand	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5..	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet.

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal .... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d................................ 2 25
6 and 7d................................ 2 15
8 and 9d................................ 2 00
10 and 12d............................ 1 95
16 and 20d............................ 1 90
30, 40, 50 and 60d. (base)........... 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ to 70 per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L...................... $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6................................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.). 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning....................... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 p.c.
Pitcher spout, 70 and 10 p.c.
Canadian cistern, 60 p.c.
Canadian pitcher spout, $1.25 to $3.

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage Section, Wagon Box Rivets, etc., (Steel). 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6⅝	7¾
⅜ in......................	7⅛	8¼
¼ and 5-16 in.	7⅝	8¾
Cotton	15	17
Russia Deep Sea		13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 50 per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, per quire...... ..... 0 60 0 90

SASH CORD.

Per lb........................ 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen...... ...... 0 70
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... ....
Door, per doz............... ....

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case.............. 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks.............................
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks, discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½ p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb............... 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb......... 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch....................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, galvanized small lots, 35 per cent. discount off vised list.
[In lots of 1,000 lbs., 35 per cent. discount annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart............. .... 1 80
Galvanized, 4 barb, 4 and 6 inches apart 1 80
Galvanized, plain twist, all delv'd................... ....
Plain twist................. ....
Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

Fishing Tackle.

TRADE MARK.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

The Allcock, Laight & Westwood Co., Limited

73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

ONE DOLLAR A YEAR

★

Sample Copy Free

★

D. T. Mallett

Publisher

271 Broadway

New York

"BUILD TO-DAY THEN, STRONG AND SURE,
WITH A FIRM AND AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an advertisement
in the
CONTRACT-RECORD,
TORONTO
will bring you tenders from the best contractors

You Reap the Harvest

according to the seed you sow.

Are you going to plant in the field of confidence this spring?

The good will of your customers is a fertile ground to work in and to till diligently—plant early.

How about Brooms and Brushes for the spring cleaning? Our line is ready—if you are.

We find it's well to be prepared—we value your good will—are **you** going to try and win more confidence from **your** customers by sowing the seed of highest quality this spring?

Brooms and Brushes are one of the very first things they will ask for. Here are some good ones to have in stock.

Boeckh's Brooms and Brushes.

Chas. Boeckh & Sons Mfrs.

ESTABLISHED 1846. **Toronto, Ont.**

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT.

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1803 TRADE MARK. Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

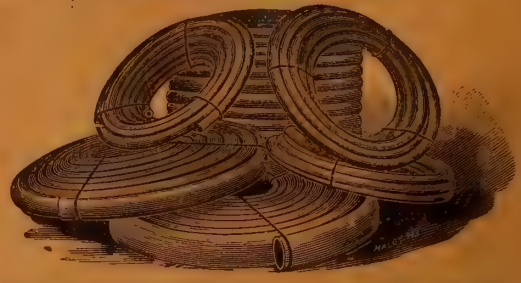
Twelve TRADE MARK. Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

TRADE MARK.

WE WANT TO HEAR.

WHEN YOU NEED



RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

Fixing Up a Bit

Well, who is not going to fix up a bit this Spring? There are tables, chairs, bedsteads and all kinds of things that would look ever so much better for a little painting and renovating, and what will do it better than

ROBERTSON'S PERFECTION OXIDIZED ENAMELS,

They are cheap, durable and beautiful, and give a rich, brilliant, glossy finish. You cannot afford to be without a full line of these as they are well advertised, make a neat shelf package and everyone is so greatly taken with them that they will use no other. **Send for our Color Card.**

The JAMES ROBERTSON CO. Limited 263-285 King Street West, Toronto

Telephones 819, 1511 and 1292.

THE PAINT MAKER

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, FEBRUARY 26, 1898 | No. 9

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

A Sample Testimonial

15 Years' practical experience with **"Queen's Head" Galvanized Iron** has proved it the best I have ever tried, for the following reasons:

It is a perectly flat iron.
It is the smoothest finished and the most beautifully mottled iron on the market.
It never varies in weight.
It's tough and double seams every way.
It's a perfect iron in every particular.

W. J. CARTER
Of Carter Bros., Picton, Ont.

The Largest Radiator Manufacturers Under The British Flag.

When you want Radiators, buy the

"SAFFORD"

PATENT SCREWED NIPPLE

"RADIATORS"

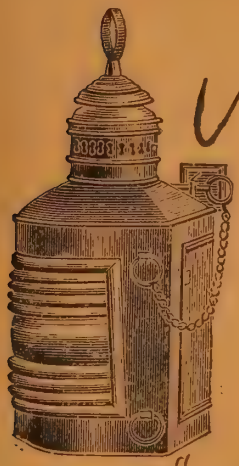
For Hot Water and Steam Heating. They don't need repairs, they never leak, and will last forever.

Made only by

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

Telephone 5002 | Long Distance Telephone 5007

Ship Chandlery



Anchors
Chains
Side-Lights
Life-Preservers

Rope
Oakum
Packing
Buoys

Blocks and Tackle

OF ALL KINDS.

Returned Mar. 1/98 T.M.A.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00

LIBERAL DISCOUNT TO TRADE.

The Toronto Steel-Clad Bath and Metal Co., Limited

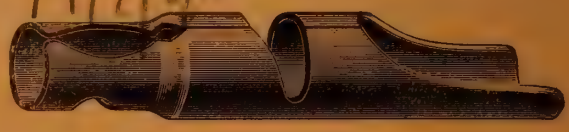
125 and 127 Queen St. E., TORONTO

Eureka Steel

Sap Spouts

Made in...
Berlin Bronze and
Heavy Tinned Steel.

Rec. 14/2/98



PATENTED 1896.

CUT SHOWS FULL SIZE OF SPOUT.

Economical and Durable.
Holds the Bucket Safely and Securely.
Easily Inserted, does not injure the tree, and secures full flow of Sap.
Prevents all Leakage and Waste.
Neatly Packed in Cardboard Boxes, 100 each.

1898 Quality much heavier than formerly.

THE THOS. DAVIDSON MFG. CO.

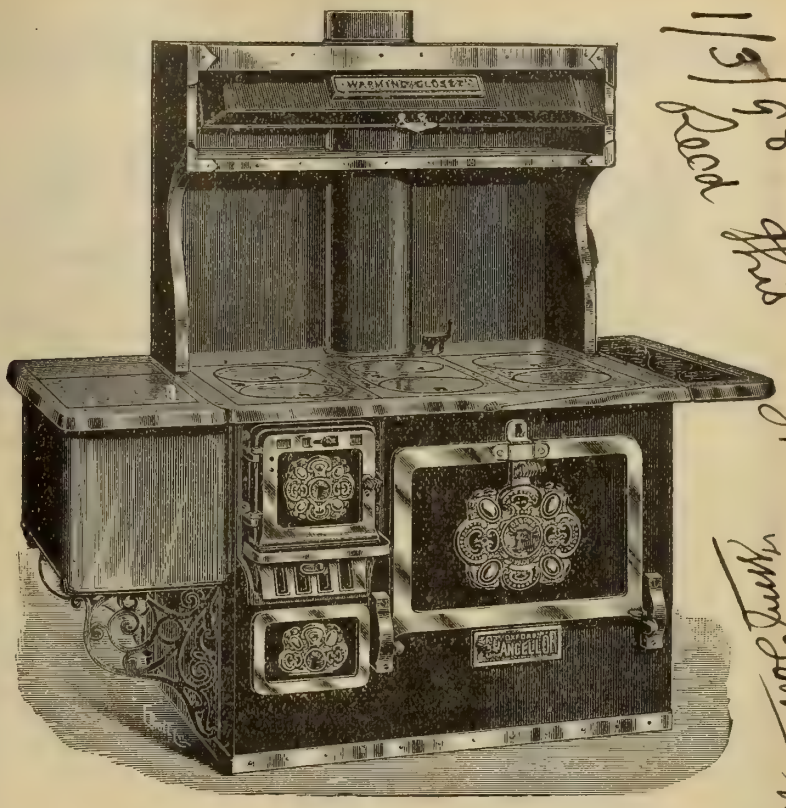
....Limited

MONTREAL.

ARE YOU HANDLING

Our

Oxford . . .
Chancellor?



It is known all over the country for its splendid reliability—an ideal wood range that gives satisfaction for a lifetime.

The Chancellor is of heavy steel plate—handsome, quick working and moderate in price. It has a large fire door, burns the coarsest wood, and has an extra large oven, 24 x 22 x 15.

These ranges need only to be seen—they sell themselves, and our guarantee goes with each, making disappointment impossible.

You'll be wise to send at once for Price List.

THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Syringes Canadian and English. Spray Pumps

Pruning and Garden Shears

Tree Pruners . . .

Ice Cream Freezers, "Gem," with new automatic twin scrapers.

WRITE FOR PRICES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

KEMP'S Blue Flame Oil Stoves

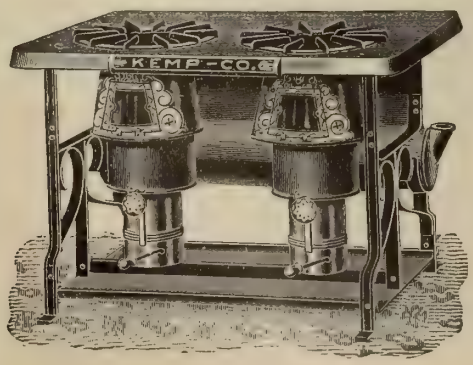
ESSENTIAL FEATURES:

Handsome in Appearance
Simple in Construction
Powerful in Heat
Easy to Operate
Economical in Fuel
Easy to Trim and Re-Wick

ONLY STOVE made with **SOLID DRAWN INSIDE AND OUTSIDE BURNER TUBES.**
NO SIDE SEAMS to leak. . . . . .
NO PERFORATIONS to be easily filled up with dirt.
BROAD TOPS.

The simplest, readiest understood, and most reliable Blue Flame Burner made.

Do not speculate in cheap or experimental lines, but buy only the best.



Kemp Manfg. Co.

TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, FEBRUARY 26, 1898 No. 9

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

BAR IRON FIRM.

BAR IRON has exhibited a somewhat firmer tendency this week as a result of the recent fire in the works of the Ontario Rolling Mills Co.

Stocks generally are good in the makers' hands, and, though one mill is reported to have withdrawn prices, it is not considered likely that there will be any radical appreciation, though the market may assume a firmer tone.

This week, mills in Montreal were asked by buyers at western Ontario points for quotations on the larger sizes of bar iron, and closed for some good contracts for forward delivery at steady rates. It is assumed from this, in the east, that the Hamilton people are able to handle all business for the smaller sizes that comes their way, but that their position in regard to the larger sizes is different, as it is an unusual thing for mills in the east to secure orders from the territory in question, which is properly tributary to the Hamilton concern.

At this writing prices at the mills in Montreal rule firm on the basis of $1.40 in round lots.

The persistent man may not always be able to keep on the highway to success, but he reaches the desired goal just the same, even if the pathway he has to tread be sometimes devious.

AMERICANS BUYING HIDES.

AMERICAN buyers have been both keen and active buyers of hides at different points in the province of Quebec and eastern Ontario during the past fortnight.

Shipments of several carloads were made this week from Montreal to United States points, and the movement promises to continue for some time, as purchasers in the United States, in addition to taking the hides salted from dealers, have also been picking them up in their rough state from butchers throughout the country. Receipts also have been lighter, and altogether the hide market exhibits a strong tone, which would no doubt develop into pronounced advances, were it not for the fact that the demand from Canadian tanners in the east is not brisk. Therefore, although stocks are light and receipts small, they have been sufficient for the local demand.

Calfskins advanced 1c. toward the close of last week, and this week they gained another cent, the price now being 10c. for No. 1 and 8c. for No. 2.

WHERE IS THE INSOLVENCY BILL?

PARLIAMENT has been in session three weeks, but there is not the slightest indication yet that one most important piece of legislation, which the business men of this country need, is forthcoming. We have reference to insolvency legislation.

There is no question in regard to the demand for it. From one end of the country to the other appeals have come for it.

The demand for insolvency comes from no suppositious want. It is born of a necessity. There are certain anomalies existing to-day, such as preferences, abnormal cost of winding up estates, etc., which create the necessity. And then we have the witness from the business men of the Motherland, many of whom refrain from doing business with Canada because of the absence of an insolvency law.

It looks very much as if the politicians are again trying to shirk the question. A favorite practice with them is to leave, until late in the session, the introduction of measures which are not palatable to them, and then deserting them at the end of the session on the plea that there is not time for their due consideration. It looks very much as if that is the intention regarding the insolvency bill which the business men of the country were given to understand would be introduced at this session of Parliament.

A few years ago a leading labor organization in Canada deputed a representative to remain at Ottawa during the session to keep an eye on legislation affecting the interests of labor. The business men of the country would do well to go and do likewise.

LAKE REGION IRON ORE.

BY A REPORT prepared by Geo. G. Tunnell, under the authority of the United States Treasury Department, it is seen that the production of iron ore in the lake region is increasing rapidly.

In 1880, out of a total production of 7,120,362 tons, this region contributed but 1,677,814 tons, or 23.6 per cent., the bulk of it coming from Michigan. In 1884, Minnesota contributed the small amount of 62,122 tons, to Michigan's 2,225,148 tons, and a total of 8,556,330 tons. In 1896, the production of the lake region was 10,566,-359 tons, out of a total of 16,005,449 tons, or nearly 66 per cent. Of this, Minnesota contributed 4,283,880 tons and Michigan 5,706,736 tons.

The Eastern States have, on the other hand, shown a remarkable decrease in production from 1880. In this year the mines of New York, Pennsylvania, New Jersey and Ohio yielded 4,243,372 tons, or 59.59 per cent. of the total output. In 1896 the output had decreased to 1,456,740 tons, or 9.10 per cent. of the total output. This decrease was most rapid between the years 1889 and 1895.

The contraction of the product of these States is the more surprising because most of the blast furnaces of the United States are located within their boundaries.

The output of the northern district has largely increased since 1880, but not so rapidly as the production of the lake region.

The ores from the southern district are non-Bessemer in quality, either containing too much phosphorous or else the phosphorous being too unequally distributed. The Cranberry ore, of western North Carolina, is, however, Bessemer, and it is thought that other ores similar to the Cranberry exist in parts of North Carolina, Tennessee and South Carolina.

The majority of ores from the lake region are of good Bessemer quality, the Menominee range producing the only quantity of any importance that is non-Bessemer. Difficulty has, however, been experienced with the Mesabi ore because of its finely comminuted state, 45 per cent. of it now being such that it cannot be used, though much money and thought have been spent in the endeavor to modify furnaces and methods to find some way of using it.

The contract rate charged by lake vessels for carrying the ore from Marquette to Lake Erie ports has declined from $2.45 per long ton in 1880, to 95c. for the same amount in 1896.

PREPARED PAINT TRADE.

THERE seems to be no letting up in the increase in the sale of mixed paints at the expense of dry colors. Every year has brought an increased demand for the various prepared colors. In fact, so great has been the increase that sales may safely be said to have doubled in the last five or six years. This year the increase is as great as ever.

The jobbers see in this increase in the use of prepared paints a depreciation in their percentage of profit, for there is, owing to the severity of competition, a smaller ratio of profit in mixed paints than in dry colors. This is also true, to a certain extent, with the retailers.

On the other hand, there is much less trouble handling the prepared paints, as there is no necessity of going down into the cellar or upstairs to measure out the goods, as in the case of the dry colors. And time is the equivalent of money. Then, as the public becomes acquainted with the use of prepared paints their use will naturally increase, and keep the aggregate profit not much less than it would have been had the trade remained in the old channels.

The painters, of course, have no love for this turn of trade, but, like all other trades in this age of invention and consolidation, they have to let things take their course, and see housewives and others doing work which their predecessors received good wages for doing.

If it is worth selling prepared paints, it is worth doing it well, and to do it well, care should be taken that they are pure. A paint may be said to contain "no adulteration" when none of those ingredients are used which cheapen it, such as whiting, barytes, alkali, benzine, water, fixed oil, etc. Whiting and barytes destroy the body or spreading qualities of the paint, and add nothing but bulk or weight. If you doubt it, mix a little whiting or barytes with oil and spread it on a board. You will be unable to discover any trace of paint. Benzine is likely to fade the color, and water and chemicals destroy the bond of the oil.

KINGSTON AND THE ABBOTT MILLS.

HARDWARE AND METAL had a chat this week with one of the Messrs. Abbott regarding the recent municipal fiasco through which the "Limestone City" lost the chance of domiciling a large and important iron manufacturing plant within its boundaries.

It is not surprising, considering the very annoying circumstances connected with the matter, that Messrs. Abbott should have a poor opinion concerning the business methods of the Kingston City Council.

Assuming, after the passage of the by-law, that everything was settled, the Messrs. Abbott ordered that their supplies for spring delivery should be shipped to Kingston, so that they could start to work with as little delay as possible. They had to cable and wire cancelling all this, and were put to a lot of annoyance, in fact, financial loss, owing to the change in the arrangements necessitated by the aldermanic mismanagement.

The firm, as soon as the result was generally known, were the recipents of offers from various other municipalities in Ontario, but, as Mr. Abbott put it, their Kingston experience was so unpleasant that they are chary about considering them.

WARNING TO DEALERS IN SKATES.

Henry Boker's hockey skates have been made for the last two seasons with a special cupped bracket, which was patented in Canada on March 25, 1897, No. 55,407. These brackets are manufactured in such a manner as to give the biggest possible steadiness and strength. Last season they were copied by some parties, but as the demand for Henry Boker's skates was so excessive that this maker could not supply all skates ordered from him, it was deemed advisable by the agents not to prosecute the infringers, but simply made the infringers give a guarantee not to import any more skates with these brackets.

Now, all buyers are warned against such imitations, for all infringers and dealers in these skates with patent brackets, if not stamped Henry Boker, will be prosecuted during the coming season. Hardware dealers will do well to avoid any risks whatever in the matter.

SMUGGLING AND ITS EFFECT ON BUSINESS.

THE smuggler, like the thief, is found in all countries. He has always been more or less in evidence in Canada. Just now he appears to be more in evidence than usual.

In dealing with smuggling it is no use to go about it in a half-hearted way. Smuggling to be put down, must be put down with a vigorous and unrelenting hand. It has been the only remedy in all ages which has secured the abatement of the evil.

Smuggling is an undoubted evil. Most people decry the practice because of the loss of revenue to the Government entailed thereby. But, it is not the Government which is the greater loser through smuggling.

The greatest sufferers through smuggling are the merchants and manufacturers of the country.

Along some of the border towns in Canada, smuggling has wrought such evil that many merchants have been actually driven out of business. We are not supposing anything. We are stating what is a fact.

While some of the conveyors of contraband goods are of the bold and desperate type of men one reads of in romances, yet a great many of them are gentlewomen and maidens and respectable men. Yet these are probably doing as much evil to the legitimate trade of the country as the more repulsive type of smuggler.

They visit such places as Detroit, Buffalo, etc., and steadily convey goods back hidden under skirts and in pockets. There is one house in Detroit, HARDWARE AND METAL is informed on good authority, which last year did $60,000, worth of business on this account.

The Government should inaugurate a vigorous policy against smuggling of all descriptions. It owes it to the business men of this country if not to itself to do so.

What it should do is to put on special officers to look after this work. Few local officers are able or willing to run the risk of taking aggressive steps in the matter. And a crusade against smuggling can only be attended with any measure of success when special officers are employed to carry it out.

It may be a light thing for the Government to lose a few dollars here, and a few dollars there on account of smuggling, but it is no light thing to the business men, who lose on account of the same thing: They lose dollars to the Government's cents.

On account of the extent of the smuggling of late, HARDWARE AND METAL understands that representations have been made to the Government by merchants, urging a vigorous enforcement of the law. It is to be hoped they will be productive of good results.

NEW STAMPED WARE FACTORY.

The Ossekeag Stamping Co. is the name of a new manufacturing industry just commencing business at Hampton, N.B.

HARDWARE AND METAL last week visited the place, and while there called at and was shown over the entire establishment by the courteous resident officials of the company.

The buildings, which are five in number, have all been recently built. They are situated close to the I.C.R., and are conveniently arranged for receiving and shipping freight, etc.

The company will manufacture all kinds of stamped, pieced, japanned, galvanized and retinned tinware.

The machinery, which is massive and embodying all the latest improvements, was purchased in London, Ont. Light will be supplied by the company's own electric plant, which is already in position. The works will be in full running order by April 1, and about 150 hands will be employed.

The directors of the company are: J. E. Whitaker, F. S. Whitaker and Chas. A. Farmer, St. John, N.B.; G. M. Wilson, Hampton, N.B., and Victor Barnes, Philadelphia, U.S.

A CUT IN LINSEED OIL.

Last week there occurred one of those little incidents which make the life of the paint and oil jobber miserable.

Some Toronto houses which had a small stock of linseed oil on hand, let it off on the market at a cut rate.

This naturally caused retailers to think that their orders had been placed at an unreasonable figure, and forthwith the jobbing houses were surprised with a deluge of cancels of these orders from many parts of Ontario.

When understood, this is something that does not benefit the retailer, but works the mischief with the jobbing houses, and is, in fact, demoralizing to trade generally.

A CONTRACT FOR BOLTS.

Bertram, Wilson & Co., Toronto, have received the contract for two cars of special bolts, to be used for shipbuilding purposes. There were five American, besides several Canadian firms, competing for the contract, which was awarded by tender. This is another testimony to the fact that Canadian dealers are now in a position to look after the requirements of the Canadian market.

U. S. PIG IRON PRODUCTION.

The monthly statement of The Iron Age contains the following: "Chiefly through the starting of a number of furnaces in Eastern and Central Pennsylvania during January there was a slight increase in the capacity engaged on February 1 as compared with January 1. The fact that stocks have shown a fairly uniform increase in the principal districts proves that consumption is not quite up to current make.

"The weekly capacity of the furnaces in blast on February 1 compares as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
February 1, 1898	184	228,338
January 1	188	226 608
December 1, 1897	191	226,024
November 1	183	213,159
October 1	171	200,128
September 1	161	185,306
August 1	152	165,478
July 1	145	164,064
June 1	146	168,380
May 1	146	170,528
April 1,	153	173,279
March 1	156	169,986
February 1	154	162,959
January 1	154	159,720
December, 1, 1896	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189 398
April 1	200	187,451
March 1,	207	189,583
February 1.	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414

"The position of stocks, sold and unsold, as reported to us February 1, was as follows, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks—	Sept. 1.	Nov. 1.	Dec. 1.	Jan 1.	Feb. 1.
Anthracite & coke	705,961	615,407	589,617	599,585	640,752
Charcoal	158,149	138,130	134,268	136,781	135,532
Totals	864,110	753,537	723,885	736,366	776,284

NOT TO GO TO KINGSTON.

At a special meeting of the city council of Kingston, Ont., held on Friday evening, the by-law granting a bonus to the Abbot Bros. to locate their iron works there was rescinded. The firm will receive back its deposit of $1,000, with interest.

BRITISH HARDWARE IN CANADA.

MR. SIGMUND SAMUEL, Toronto, Canada, who is now on a visit to England, called at The Ironmonger office a few days ago. Naturally, the conversation soon turned towards the outlook for British hardware in the Canadian markets after July 31 of this year, when the duty on British goods entering the Dominion will be lowered still further, and when the tariff abatements now perforce shared by so many other countries will be withdrawn from the latter.

"There seem to be many people even now," said Mr. Samuel, "who don't quite grasp the effect of the discriminatory clauses of the Canadian tariff. It would, therefore, be as well to begin by explaining that from August 1 of this year the goods of certain nations who treat us Canadians fairly in fiscal matters will be allowed entry into our country at three-fourths the ordinary tariff rate. Great Britain and New South Wales are the only countries that fall under this heading at present, or are likely to do so for a considerable time. New South Wales doesn't send us any manufactured goods, and so far as these articles are concerned the abatement will, therefore, apply, in practice, to British goods only. Of course, the higher our tariff on any given class of goods, the greater the difference in favor of British goods. Many kinds of hardware pay 35 per cent. ad valorem. On every £100 worth of such goods coming from the States, or France, or Germany, £35 duty is, therefore, levied; on a similar consignment of British good we shall only levy £26 5s."

"But are not most of the American goods you now buy so well suited to your requirements that they will still find a sale in spite of the difference in duty? Are you not quite Americanized?"

"As for being Yankeeized (I suppose that is what you mean), far from it. There is a very deep feeling of ill-will towards the Yankees all over Canada. The States have treated us very shabbily in commercial matters. Britain has treated us well, and we are anxious to transfer to her all the trade we can. That feeling is genuine, and worth a good deal. But it is quite true that the States produce many things more suited to our wants. These we have to buy, and their production is so well organized in the States that I fancy British makers will not be able to drive out the Americans to any large extent."

METALS AND TINPLATES.

"What about metals?"

"There is little to be gained on them. They are duty free or pay low rates—say 5 per cent.; therefore the abatement doesn't amount to much. We obtain part of our requirements from Britain through our buying house in London, but much of the ingot metal trade has gone to the States. Lead, for instance, we have to buy there, though it is not United States lead at all, but Mexican, which is refined in the States in bond and re-exported. On this lead we have to pay a duty of 15 per cent., based on the price at which lead is sold to consumers in the United States."

"Have American tinplates made their appearance in Canada already?"

"Not yet, but we are living in daily dread of their advent. So far, the Welsh plates hold the market. There has lately been a great falling off, though, in the demand for roofing plates. These are only used in the southwest, where the climate is mild. In the west and northwest, tiles or felt and gravel are used."

BRASS GOODS AND CUTLERY.

"What of brass goods?"

"Britain has an excellent chance of increasing her Canadian trade in fire brasses, lamps, and all better grades of brassware. She already does most of the trade in these goods, but the demand is increasing every year, and will grow, of course, as our purchasing power increases. But in certain small goods the Americans already have the whole trade, and I am afraid they will continue to command the market, no matter what the duty. Small curtain rings, for instance, you do not seem able to produce at competing prices. And, by the way, why will not your people realize that there is an enormous market for cheap, flashy goods—things of little substance, but fairly nice appearance? Surely you might, with great advantage to yourselves, imitate the Germans (pardon the expression) and begin to cater for this trade, all the more because, so far as Canada is concerned, you have but little chance of gaining the market in heavy brassfoundry goods, inasmuch as we make these ourselves, and even the Americans have not been able to get a look in in that trade."

"How do the United States stand with regard to the cutlery trade?"

"American cutlery? We never see any in Canada. Roughly, about three-fourths of the cutlery used in Canada is British, the rest German. All table cutlery is British. In the razor trade I should say Boker's hollow-ground goods are most in demand. We import them largely, sometimes with their name, sometimes without. The latter sell for $12 or $13 a dozen, duty paid. Of course, there are razors sold in Canada down to $3 a dozen—Wade & Butcher's, for instance."

"Gasfittings?" Mr. Samuel went on. "No; I'm afraid you have little chance in gasfittings. You do not make the right kind here; we do not use the ball-and-chain model. As for stoves, why, we export them to England ourselves. But in gas fires and fittings your people could probably work up a good trade. They are already doing something in that way. Your electric-light fittings are really too good for us. 'Way in the future, when we get to be as wealthy a people as you are now, we may be able to afford English electric-light fittings, but in the meantime there is far too much metal in them; they are too solid; and the Americans supply the brackets. A certain quantity of British-made locks has always been sold in the Dominion. We deal with Vaughan, of Willenhall, among others. But most of your locks—rim-locks, for instance—are not the patterns we want. You have a good chance, however, in the padlock trade. As regards hinges, our barn-door, heavy T, and strap hinges are Canadian, the lighter hinges come from the States; but you could capture this trade by using the best machinery for rolling and cutting out the plates."

SOME PROMISING BRANCHES.

"So far your remarks have not been so encourging as we had hoped, Mr. Samuel. Can you not mention some branches in which we have a really good chance of conquering the market?"

"I should say you stand a fair chance in barbed wire and binder twine, and an excellent one in mining machinery. Our mining industries are only just beginning to be developed. And the bulk of the future trade in the new northern gold region will take its way over the Canadian Pacific. British saws and planes are already imported to a fair extent, and, in many departments of heavy hardware, British makers, if they will take the trouble, may gain a good deal. In iron there is a little chance. Our bar iron is mostly made in Montreal. As for pig iron, we made 86,000 tons of it last year, and are gradually beginning to make our own steel. Then, you will have an excellent opportunity of gaining ground in oils, paints, colors and varnishes, and in china and glassware. The American rifle, I am afraid, has too big a hold upon our market to be displaced. The shotguns we use are mostly British already, and a great deal of British-made powder is sold.

"And now," said Mr. Samuel, in conclusion, "I think I have given you a fair outline of British trade prospects in Canada under the new tariff. Remember, we are anxious to put in your way all the trade we can. It is for you Britishers to make the most of our good-will by treating us fairly, by showing yourselves as progressive in your manufacturing methods as the Americans, as pushful as the Germans, and as straightforward and solid in your work as—well, as you have always had the reputation of being."—Ironmonger, London, England.

ALUMINUM.

A REDUCTION of about £7 per ton has just been made in the price of aluminum, which, although not very substantial, yet is of considerable importance, as aluminum is just now at the point where on a basis of cost it can compete with copper. The price of the metal, in ingots of 98 to 99¾ per cent. purity, is £148 per ton, while the metal in rods has been reduced from £252 per ton to £224. Ingot metal suitable for making castings is quoted at £128 per ton. Taking the price of copper at £49 5s., the relative cost of the pure aluminum is £44 18s. bulk for bulk, which is after all the standard by which metals are generally bought, and it must be remembered that copper is 3.3 times heavier than pure aluminum. The "casting alloy," which simply means aluminum alloyed with varying percentages of either copper, manganese, or zinc, may be assumed to be three times lighter than copper, and its price relative to that metal would be about £42. These figures show that aluminum at the present prices of the two metals is from £4 to £7 per ton cheaper than copper, a result which must indeed be a satisfaction to advocates of the "metal made from clay." This cheapened cost is indeed almost a surprise to those engaged in the manufacture of the metal, and may be ascribed as mainly due to the cheapened cost of making alumina from bauxite; the improvements introduced into the manufacture of electrode carbons, which are a large item of expense; the substitution of water for coal power, as well as a better knowledge of the electrolytic processes attained by those working them.

The fall in the price of aluminum has been truly phenomenal, and the following table shows approximately the prices at which it has been sold since 1856, from which year its manufacture dates:

Year.	Place.	Price per lb. £.	s.	d.
1856 (Spring)	Paris	18	10	0
1856 (August)	"	5	10	0
1862	Paris / Newcastle	2	8	0
1886	Paris	2	9	0
1887	Bremen	1	13	0
1888	London	1	0	0
1889	Pittsburgh	0	8	4
1895	Neuhausen	0	3	0
1897	Pittsburgh	0	1	8
1897	London	0	1	3½

This fall in price has been accompanied by corresponding reduction in the cost of valuable alloys of which aluminum forms an essential part. Aluminum bronze is the most useful of these, and only needs a wider appreciation of its virtues to be very largely used. Its present cost for the 10 per cent. bronze, with copper at £49 per ton and aluminum at £150 per ton, is not quite £60 per ton for the materials alone. In addition to this there is, of course, the cost of melting. Twenty years ago aluminum bronze cost 7s. a pound.

The production of aluminum has, of course, largely increased during the last 10 years. The production in 1888 was not over 19,000 lb., and in 1892 it was estimated that the world's production up to that year had not exceeded 1,150 tons. The world's output for 1895 alone was equal to the last figure, and this year probably will not fall short of 2,000 tons.

The uses of aluminum in the steel trade are well recognized, and, although some steel founders seem to regard it as a bad doctor, yet it is of considerable value in the manufacture of steel castings, and especially those of very large dimensions. In colliery work, safety lamps made of aluminum are already on the market, and, owing to their lightness, should be favorably received.

It is indeed for such miscellaneous purposes that it will be used, displacing copper where lightness is a consideration, and where its poor resisting powers against sea water and the alkalies generally do not prohibit its use. Aluminum can hardly be said to have yet found its proper place in everyday life, due no doubt to the fact that the introduction of a new metal into this busy world is a long and laborious task. As the price falls the field becomes wider, and even by the electrolytic process at present in use we may confidently hope for a reduction of at least one third. In addition to the reductions which are sure to take place when the original Heroult patents expire, there is the likelihood of the present process being supplanted by more economical methods of manufacture.

Are you getting your share?

Is your paint business increasing? It ought to be.

Perhaps you are one of those who is content to go along in the same old rut, saying to yourself: "I hear no complaints of the goods I am handling, they are plenty good enough for my trade," etc., etc. Take care that you do not deceive yourself in this way too long, or your trade will slip away from you.

If the man across the street is selling **better** paint than you are, he will do more business than you in the long run. That's as sure as daylight. Because in paint the best is in every case the cheapest—the most satisfactory. The labor costs most in painting, and the paint that stays on the longest and doesn't require doing again for the longest time is the paint that will win. That paint is

THE SHERWIN-WILLIAMS PAINT

Made by

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

FILE FIRM'S NEW NAME.

Sometime ago HARDWARE AND METAL reported the stock and plant of the Beaver File Works, Levis, had been sold by auction and the purchasers were Marcau & Jauteau. The latter have now decided to change the name, and in future the concern will be known as the Mechanics Star File Manufacturing Co. The proprietors are experienced file makers, and intend to uphold the reputation of their predecessors as regards quality, etc.

The company is now running at full blast, and will make anything in the file line from the finest jewelers' to the coarsest rasp. It has just issued a new price list, which will be mailed to any address on application.

A STRAIGHT TALK WITH CLERKS.

By J. K. Cowles.

MILLIONS of books have been written on man's inhumanity to man. This is but a chapter on clerks' inhumanity to clerks. It is sometimes difficult to find a reason for the vicious spirit and feeling of enmity which exists among clerks in retail grocery stores and other establishments. Ofttimes one, who cannot possibly be benefited by such a course, will go to extreme lengths to bring another into disfavor, not hesitating to wilfully exaggerate, or even lie, in order to accomplish his aim. In many establishments there is not that feeling of confidence in and respect for each other among the clerks that should prevail among honorable and principled employes in the service of any one man or firm. Instead of a bond of good-fellowship being established by the fact that they are fellow-laborers, the clerks vie with each other in trying to curry favor with the employer by telling untruths, directly and indirectly, regarding one another, and magnifying each other's false and real faults and offences.

If the employer asks what time Maurice went to lunch, some hypocritical clerk isn't quite sure, but he thinks Maurice went about half an hour earlier than he really did go, and while not positive on the point, he believes that Maurice returned about fifteen minutes later than he should have done. This information is given in a manner to convey the impression that as Maurice is such a good fellow he doesn't like to tell on him, and would not really do it unless the truth was dragged from him, while in reality he is secretly pleased that a black mark will be entered mentally against Maurice. Probably the matter is forgotten, and the innocent clerk, who has gone and returned in the time allotted for lunch, is not called upon for an explanation, but should he commit some trifling wrong after that the employer is likely to remember that Maurice overstayed his lunch time and he is raked over the coals in a severe manner and given to understand that if he is not more careful in the future he will probably be discharged. Then the hypocritical clerk comes forward, sympathizes deeply with Maurice and tells him it's a shame how he is abused by the employer. This is merely an illustration of one way by which some clerks hope to rise in the world. To a man so inclined, every little incident furnishes material upon which he works to the detriment of his fellow clerks, and, he hopes, to his own advantage.

Such contemptible methods, if persisted in, must eventually result in the employer finding out the true character of the deceitful clerk. Even though the employer may be benefited to a degree, he must lose respect for the man who has none for himself or his fellow clerks, and whose soul is so dead to a sense of honor as to lie about another in order to serve his own ends. If but one clerk is to blame, the matter can be easily remedied by a reprimand, but, as is often the case, if the majority of clerks are addicted to such practices, what a very poor opinion an employer must have of all his help. It is enough to make a confirmed pessimist of him.

That this condition of affairs exists in many establishments is a deplorable fact. It is, perhaps, partly due to the oversupply of labor seeking employment in all branches. The race has become so fierce that many clerks delude themselves in the belief that such a course is necessary if they wish to retain their positions for one thing, and if one clerk by reason of his superior brain and industry is looked upon with favor by his employer, all the others but await the opportunity to cast odium upon him and prevent him, if possible, from progressing should they not possess his capabilities.

It is to be hoped that the time will come when all the employes of every establishment will have a more humane feeling for their fellow-workmen, and recognize that it is not necessary to degrade their own manhood in order to keep their positions. The clerk who is best adapted for his calling, and who studies his employer's interests, must eventually rise to the top, despite the machinations of his fellow-clerks, and 'twere better for the world and for themselves if the others, instead of trying to drag him down, would perfect themselves so as to be of more service to their employers and rise by virtue of their own qualities.—Grocery World.

PATENT REPORTS.

Below will be found the only complete report of patents granted, in lines appertaining to hardware to American inventors by the United States Government. This report is prepared specially for this paper by Marion & Marion, solicitors of patents and experts, head office, Temple Building, Montreal: 599,058, C. J. Gadd, bicycle; 599,152, W. Schluer, bicycle; 599,048, T. L. Turner, bicycle; 599,278, C. H. Wolf, bicycle brake; 599,061, S. T. Johnson, bicycle driving gear; 599,065, W. Pincus, bicycle driving mechanism; 599,209, R. Whitman et al, bicycle gear; 599,017, C. P. R. Schroeder, bicycle spring-post; 599,245, W. E. T. Merrill, lock; 598,939, B. C. Joeely, match safe; 598,920, G. S. Foster, nut lock; 598,950, E. A. Murphy, moth or insect trap; 599,078, E. Kempshall, nailing machine throat; 599,157, H. A. Weber, ice cream mold and disher.

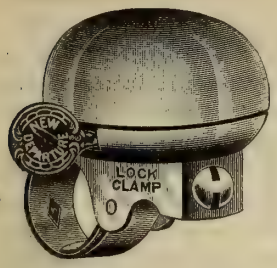
COMPUTING SURFACE EXPOSED BY PIPES.

THE METAL WORKER, in answer to a question as to an easy method of finding the amount of heating surface exposed in one lineal foot of pipe ranging from 1 to 4 inches in diameter, says:

"The circumference of the pipe in inches should be multiplied by 12, the number of inches in 1 foot. This will give the number of square inches in 1 lineal foot, and for the smaller size by dividing the product into 144, the number of square inches in a square foot, the result will be the number of lineal feet that will be required to expose 1 square foot of surface. In larger pipes than 4 inches the product will need to be divided by 144. We give an instance of the method of calculation for 1-inch pipe. The actual circumference of 1-inch pipe is a fraction over 4 1-10 inches. This, multiplied by 12 will give a fraction more than 49 square inches. Dividing 144 by 49, it is found that 2 9-10 lineal feet of 1-inch pipe will be required to expose 1 square foot of surface. The size of pipe is determined by internal diameter, and in the smaller size the thickness of the pipe varies very little from ⅛ inch. Adding the thickness of the two sides of the pipe to the internal diameter will give the total diameter. Multiplying the diameter by 3.1416 is a common method of arriving at the circumference. This laborious method of calculating the surface is, however, seldom used, for the reason that tables are printed by the manufacturers of wrought iron pipe, which can be secured on application, and these tables are also given in the catalogues of many of the dealers in plumbers' and steam-fitters' supplies. A table giving this information, and a great deal more, in reference to pipes was printed, in the Metal Worker of August 17, 1895. From that table we give the following information: To present 1 square foot of pipe 2 9-10 lineal feet of 1-inch pipe are required, 2 3-10 feet of 1¼-inch pipe, 2 feet of 1½-inch pipe, 1 6-10 feet of 2-inch pipe, 1 3-10 feet of 2½-inch pipe, 1 1-10 feet of 3-inch pipe, 1 foot of 3½-inch pipe and 7-12 foot of 4-inch pipe. This information is approximately correct for standard sizes of wrought iron pipe."

A CYCLIST'S SPEED FOR AN HOUR.

Cyclist's private opinion, 10 miles; cyclist's opinion of his friends, 18 miles; police constable's private opinion, 22 miles; police constable's opinion for the magistrate, 24 miles; cyclometer's opinion, 30 miles; old lady's opinion, who was knocked down, 40 miles; actual speed, 8 miles.—Pick Me Up.



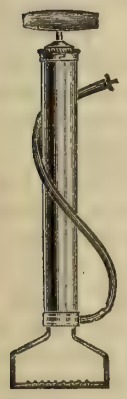
Pattern E. No. 9 1-2.

H. S. HOWLAND, SONS & CO.

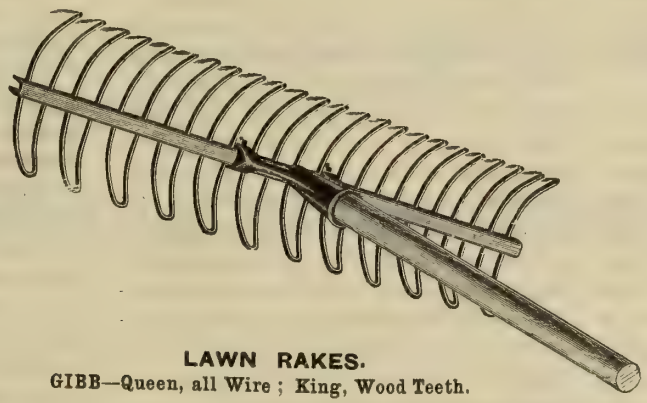
WHOLESALE HARDWARE MERCHANTS

37 Front Street West. ***Toronto***

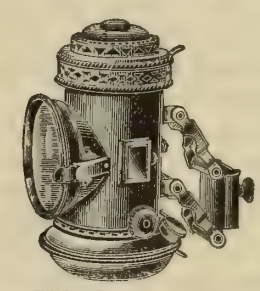
CYCLOMETERS NO. 3.



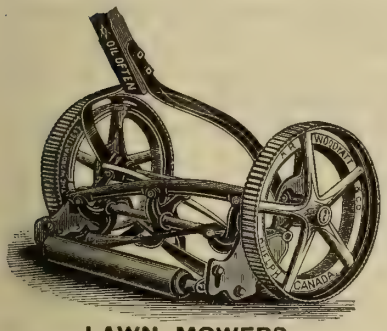
BICYCLE FOOT PUMPS.



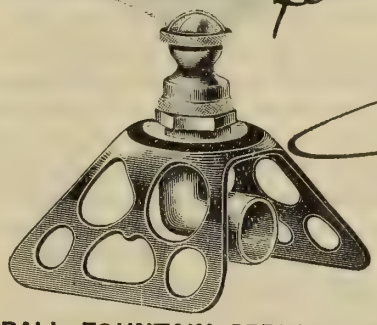
LAWN RAKES.
GIBB—Queen, all Wire ; King, Wood Teeth.



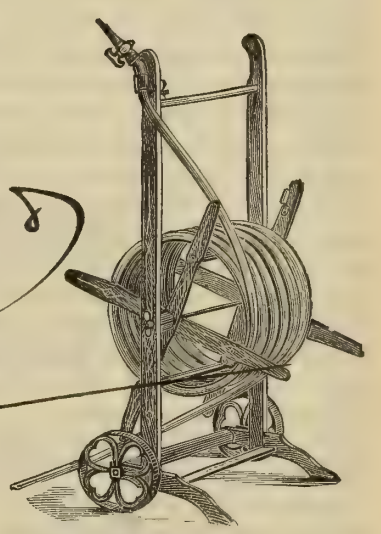
BICYCLE LAMPS.



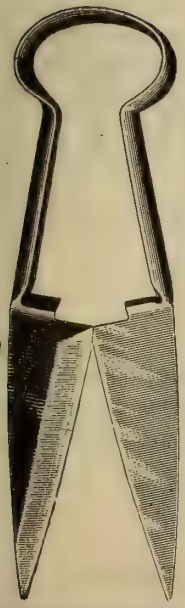
LAWN MOWERS.



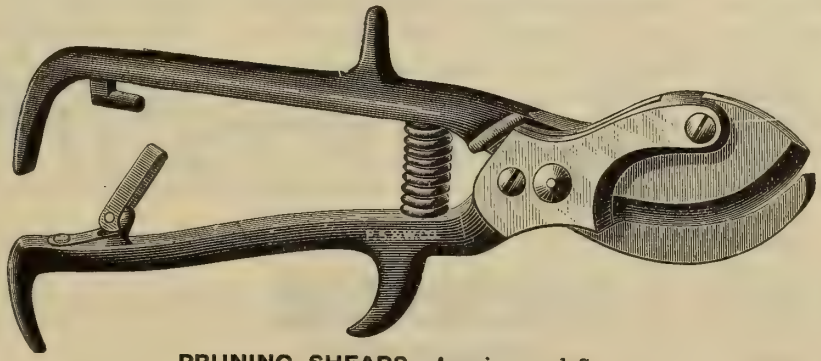
BALL FOUNTAIN SPRINKLERS.



HOSE REELS AND HOSE.



SHEEP SHEARS.

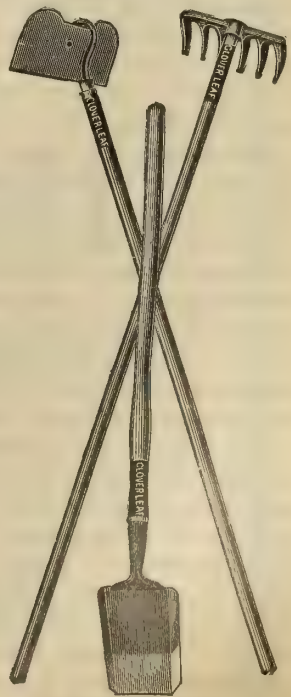


PRUNING SHEARS.—American and German.

H S. Howland, Sons & Co.

TORONTO.

GRAHAM Wire and Cut Nails are the Best. Orders Promptly Filled.



GARDEN SETS.

MACHINERY AND MECHANICAL DEPARTMENT.

EMPLOYMENT INCREASED BY THE USE OF MACHINERY.

IN A RECENT number of The Donahoe Magazine there appeared an article written by Mr. H. G. Wadlin, who is a member of the Massachusetts Bureau of Statistics of Labor. The investigations that led to these results were carefully taken, so we can safely say they are applicable to almost any part of the world where industrial pursuits are followed.

The application of natural forces in industry, by means of machinery, is work of less than 100 years. Under the old system, the workman had few comforts as compared with those of to-day, and no luxuries. His hours of labor were measured by the sun, his education and social advantages were few and meagre. He was independent in the sense that his efforts were not then interwoven with those of others, and co-operation for mutual benefit, through the trades union and otherwise, was, of course, impossible.

The modern artizan is a specialist, doing one or a few things extremely well, by the concentration of his power. He forms one of a company of specialists, each being a link in an industrial chain, and each, like himself, being confined to one field of effort. The change is due largely to the introduction of power machinery. It could not have taken place so rapidly without some disturbance of the industrial forces.

The first effect that is most easily seen is the displacement of labor. The introduction of machinery finally and even rapidly expands the industry, thus enlarging instead of narrowing industrial opportunity. Take for example the combined textile industry of the United States. In 1850 this gave employment to an average number of 146,897 persons, but in 1890, after forty years of the development of machines and machine processes, the average had risen to 511,897, this constituting a larger proportion of the population than shown before.

The iron and steel industries underlying in a sense all others, employed an average number of 77,555 in 1870, and in 1890 the average had risen to 175,506. Finally take the boot and shoe industry, which may be considered fairly typical. In 1850 this gave employment to 105,254 persons, most of whom were employed in small shops adjacent to their homes. The introduction of machinery occurred about 1860. In 1855 the labor of each operative in Massachuetts produced, upon the average, slightly more than 455 pairs of shoes and boots. In 1875 the product per operative had risen to 1,205 pairs. Data collected by the United States Department of Labor, and reported in the first annual report, shows that one man with the McKay machine can handle 300 pairs of shoes per day, as against five pairs by the old hand processes. Shall we, therefore, conclude that labor has been permanently displaced? Facts like these form but one side of the shield. Let us look at the other. In 1850, as I have said, 105,097 persons were employed. In 1860 the number had risen to 123,026, a gain for the decade, the last under the old regime, of 16.8 per cent., while the population gained 35.58 per cent. Since then the number employed has constantly increased, until in 1890 the aggregate average was 159,097, the gain under machinery for the last decade being 15.5 per cent., while the population gained 24.86 per cent. Not only this, but the proportion of males employed in the industry, as compared with the females, has constantly increased. For example, of the total number employed in 1850 68.6 per cent. were males as against 70.8 per cent. in 1890.

Machinery has widened employment most effectively by stimulating the growth of new industries, and we ought not to underestimate its effect in this direction since it has an important bearing on the general question. Improvements in printing presses had the direct effect of extending the use of books and newspapers, and therefore in expanding the paper and printing industries. The development of railways, steam and electrical, in themselves simply the substitution of travel and cartage by machine for the old methods, by horse or foot, has given employment to thousands where hundreds were employed before. The invention of the typewriter has practically destroyed the profession of pen copyists, but many more now find employment through the widely extended use of the machine. The application of electricity in the telephone and telegraph, and in numerous other directions, requiring complex mechanical appliances, has in recent years created industries that previously had no existence.

We come now to the most serious indictment that is brought against production by machinery, namely, that it increases the amount of enforced idleness, or, in other words, creates millions of unemployed. From what has been said it will clearly be seen that a much larger section of the population is given industrial status than formerly. But it may be asked, is it not true that many, while nominally employed, are really at work but part of the time, and that the amount of unemployed continually tends to increase? Upon this point a little fact is worth much theory. It happens that the only figures at all complete with respect to unemployment in the United States are derived from the returns made to the Massachusetts Bureau of Statistics of Labor. It has been shown by a house to house canvas, covering every person in the state during a year of ordinery business activity, that in a working population of 816,470, the total number of unemployed persons who were unemployed during the entire 12 months, that is permanently unemployed, was but 822, while on the other hand the persons nominally employed in gainful occupations were actually at work a little less than 11 months in the year. It is shown also that while a considerable number were out of employment at certain times during the year, nevertheless more than 70 per cent. of the entire number were continuously employed.

Capital cannot, in the long run, reap a a reward in industry unless, whether it wishes it to be so or not, it is guided by humanitarian principles, and regards men not mererely as useful productive implements. Some employers already see this and more would see it if as persistent efforts were devoted to making it plain, as have been expended in teaching that reductions of wages increase profits, or in advancement of various radical theories of social readjustment. I mean making it plain as an economic fact, as well as a principle of moral. There is no conflict between the spirit of brotherhood that lies buried in Christianity and the principles upon which meodern industry must be conducted or fail.

THERE ARE OTHERS

Some good, some not so good, and some no good, but the **Goodrich Res Flex Tire** is always good, and there is satisfaction assured with every pair. **YOU** want satisfaction. **WE** give it.

AMERICAN TIRE CO., Limited

164-166 King St. West, TORONTO

No Time Like the Present

To lay in your Spring stock of goods that will give . . . . . .

Satisfaction to your Customers.

You cannot do better than to purchase your requirements in . . . . . .

Ready Mixed House and Floor Paints
Varnishes, Japans, Coach Colors
Enamels, Marbleine Wall Tints
White Lead, Colored Paints

FROM

Henderson & Potts

Nova Scotia Paint and Varnish Works

HALIFAX and 747 Craig Street, MONTREAL.

SOLE AGENTS FOR THE DOMINION FOR

Brandram's Celebrated White Lead.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

WIRE RODS IN PITTSBURG.

LOCAL leaders in the rod pool movement have been in New York for some days closing up valuation questions, and in other ways perfecting the organization. A little time may yet elapse before the completion of the deal. Rods are scarce and selling at $23 and $23.50. A sale of 1,000 tons is reported at $22.75, mill, —Iron Trade Review, Feb. 24.

PIG IRON TRADE IN PITTSBURG.

Bessemer pig iron, according to Iron Trade Review, has not changed noticeably in 10 days, but the situation is being closely watched. Inquiries were made last week by some of the large buyers ostensibly for third quarter deliveries, but no buying resulted. A sale of 10,000 tons for Pittsburg delivery was made through a Pittsburg dealer's office, at a price somewhat below present furnace quotations. For prompt iron, $9.50 to $9.65 valley continues to hold and $9.75 to $10 is the range of quotations on shipments running to July. Some business has been done at the former figure. Foundry irons are stronger and grey forge inactive.

BRITISH TRADE FOR JANUARY.

The British Board of Trade returns for the month of January show the declared value of goods, imported during the month, amounted to £39,919,491, against £39,775,668 in 1897 and £38,473,856 in 1896. Of foreign and colonial merchandise exported in the month the value was £4,682,661, against £4,154,985 in 1897 and £4,806,384 in 1896; and of British and Irish produce and manufactures £19,231,404, against £10,786,236 in 1897 and £21,146,491 in 1896.

As regards the imports, the chief feature is the large fall, in both quantity and value, of raw materials for textile manufactures. This decline is specially marked as to cotton, sheep's wool, jute, flax and hemp. Cotton and jute have fallen very much in price, and this factor has much to do in causing the value of this class of goods to be £3,264,000 below the total of last year.

As regards the exports of British and Irish produce, the classes which are higher in value are living animals, raw materials, metals, miscellaneous articles and parcel post, while yarns and textile fabrics and machinery and also apparel show heavy falls, while articles of food and drink and chemicals are less, but only to a small extent. Sheep's wool continues to be taken more freely for the United States and Canada. The price of both cotton yarn and piece goods are less, and, notwithstanding an increase of over 2½ million yards of piece stuffs, the value is reduced by as much as £212,000.

BRITISH STEEL RAILS FOR AUSTRALIA.

Considerable attention has been centred this week in steel rail circles, on the results brought by the last Australian mail, of the adjudication of a contract for the supply of 15,000 tons of steel rails to the New South Wales Government railway authorities. According to the advices to hand, the order has been placed with the Ebbw Vale Co., of Ebbw Vale, whose price—£4 16s. 1½d. per ton for rails weighing 60 pounds per yard, delivered at Sydney—was the lowest sent in. Several other English concerns competed for the contract, and also two American and one German firm, as follows: The Cameron Co. (U.S.A.), £4 19s.; the Dowlais Co., the Barrow Steel Co., the Moss Bay Hematite Iron Co., Workington, and the Crawshay Co., each £5 1s. 2d.; Messrs. Peabody & Co. (U.S.A.), £5 3s.; Messrs. Lolckow, Vaughan & Co., Middlesbrough, £5 3s. 8½d.; Messrs. Cammell & Co., of Sheffield, £5 6s., and Messrs. Krupp, of Essen, £5 12s. 6d. The Ebbw Vale Co. have also been awarded the contract for 1,100 tons of fishplates at £6 6s. 5d. per ton, the other offers ranging up to £7 4s. 1d.

It is satisfactory to find that the home country has been able to hold its own in the colonies, and we trust that British producers will also prove successful for the other large contracts at present in the markets.—Iron and Steel Trades Journal.

BRITISH PIG IRON.

Business in the pig iron trade during the past week has been comparatively quiet, and both the Middlesbrough and Glasgow markets have been dull and featureless. The improvement in Scotch warrants has been lost, and the market has been almost lifeless, the only incident to vary the monotony being some fairly heavy sales by "bears." Yesterday, however, the tone was rather firmer, and a portion of the decline was recovered. To-day the market opened firm, but warrants close flat at 45s. 7½d. cash buyers, or a decline of 2½d. on the week. The outside public appear to have very little inclination to speculate in Scotch pig iron, and the business done has been confined almost entirely to dealers. Makers' iron, in some cases, is quoted from 3d. to 6d. per ton lower since our last report, but, on the whole, the leading brands are nominally unchanged; makers are, however, inclined to reduce their production.—Iron and Steel Trades Journal, Feb. 12.

NEW YORK MARKETS.

NEW YORK, Feb. 25, 1898.

PIG TIN.—The market was slightly weaker, under the influence of freer offerings from new supplies at hand the past few days and indifferent attitude of buyers generally. Purchases could have been made at 14.05c. ex ship or on dock and 14.10 to 14.15c. free on board. There was only fair inquiry from consumers and the interior trade, and nothing in the nature of purely speculative movement develops here.

COPPER.—The market remains firm, with the support of outward movement of metal that seems to be overlooked or ignored in a certain channel of distribution of information the most conspicuous feature. New business is momentarily very moderate, however, and buyers are seemingly disinclined to take hold at the prices now asked. Lake Superior ingot was held at 11½c. for spot or near future delivery. Electrolytic bars, cakes, etc., remained at 11⅜ to 11¼c., and casting copper at 11 to 11⅛c., according to brand. London cables quoted slightly higher foreign markets, but firm market for bars.

PIG LEAD—Business was on a very moderate scale, and the demand shows no sign of quickening. Together with freer offering, this served to give the market rather weaker tone, and carload or larger lots could have been secured at 3.80 to 3.82½c. for spot, near future delivery.

SPELTER—The demand is only fair, but in the absence of other than very ordinary offering prices remain steady at 4.10 to 4.20c., as to brand. London cable was steady, quoting £18 2s. 6d. for good merchant brands.

ANTIMONY—Fair sales in jobbing way are being made, and prices remain at 7½ to 8c., as to brand.

TIN PLATE—There is no improvement in business or in the demand for any variety of plates, and prices remain without quotable change.

IRON AND STEEL—The market for pig iron and old material continues dull and prices are barely steady. Manufactured goods, with a few exceptions, are still leaning somewhat in buyers' favor and finding only fair sale.

Low-priced goods may do a great many things, but they will not build up a high-class business.

DEALERS! Do you know that the sale of ENAMELINE in America is more than Double that of any other Stove Polish on earth? Do you know that the sale of

Enameline

The Modern STOVE POLISH

in Europe is more than the entire output of any other brand of Stove Polish in America? Such is A FACT! Why? Because Consumers and the Trade demand ENAMELINE.

John Bowman Hardware & Coal Co.

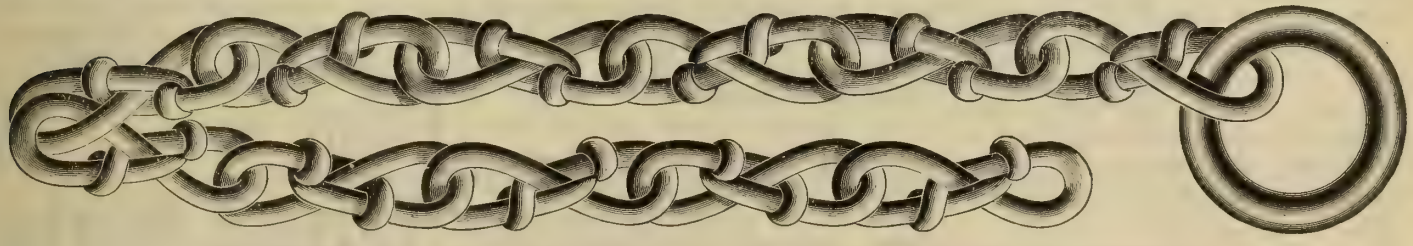
LONDON, ONT.

Linseed Oil, Glass, White Lead, Mixed Paint, Spades and Shovels, Screen Wire, Screen Doors, Fence Wire, Harvest Tools, **Shelf Goods and Cutlery.**

YOUR SPRING ORDERS SOLICITED. CLOSE PRICES.

NEW STOCK ALL BOUGHT FOR CASH. PROMPT SHIPMENT.

Oneida Steel Wire Trace



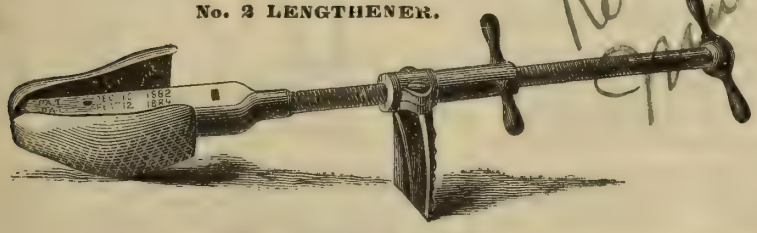
NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

THE KNAPP & COWLES MFG. CO.

BRIDGEPORT, CONN., U.S.A.

No. 2 LENGTHENER.



BOSS SHOE STRETCHER

This Shoe Stretcher is made of the best Malleable Iron and Steel, and will stretch from infants' No. 4 to men's size No. 13; will stretch shoes at any point desired, and also lengthen the shoe. : : : : :

Prices quoted upon application

TRADE CHAT.

THE St. Clair Tunnel Co. are contemplating converting the motive power for the tunnel from steam to electricity. Steam power has not been satisfactory.

A fee of $10 has been fixed for the privilege of prospecting upon Dominion lands for coal.

The proposed Verity works at the Mohawk site will contain 200,000 square feet of floor space.

Mr. Wm. McLean, of the McClary Mfg. Co., Limited, London, left last week to take charge of the company's office in Winnipeg.

A steam shovel in the Lake Superior iron ore region lifted and loaded 700,000 tons of iron ore during the past year, and is described as a "mechanical miracle."

The Kingston Foundry Co. has been asked to submit tenders for compounding the engines in the tugs St. George and Antelope, now on the ways at the Kingston and Moutreal Forwarding Co.'s ship yard, Portsmouth.

The London Furniture Co. are reported as financially embarrassed and are asking an extension of time. The liabilities of the firm are said to be in the neighborhood of $100,000, with a fair surplus. Extension will likely be granted.

Brown & Mitchell, hardware merchants, have moved into their new store, the one lateley vacated by Johnson & Co., who are now in possession of their commodious premises on the corner of Ninth street and Rosser avenue, Brandon.

The Nelson, (B.C.), Iron Works are running in full blast, and are employing 12 men at present. They are kept busy making and repairing machinery for the mines of the vicinity. They recently completed a contract for the water hydrants for Grand Forks.

The ministry of France recently instituted an enquiry to learn the amount of gold in circulation. There is $800,000,000 worth, bearing the French stamp, in circulation. The United States has $720,000,000; Germany, $680,000,000, and Great Britain and Russia, $600,000,000 each.

Else Cooper, Brantford, moved into the store corner of Colborne and Charlotte streets, which he fitted up for a bicycle repair shop. Last week he was working with the gasoline stove, when it exploded, setting fire to the store and completely gutting it.—Hamilton Herald, Feb. 17.

Mr. John McConnell, of McConnell's electric carriage works, Woolwich street, has invented a carriage wheel which ought to prove a revelation in carriage manufacture. The new wheel is set on roller bearings and has no boxings to break or get loose. It is dustproof, and requires oiling once in a season, there being no friction to require the continuous use of oil.—Guelph Herald.

The value of mineral exports from Southern Kootenay, through the port of Nelson, to date, amounts to $1,429,262, an increase, of almost 100 per cent. over the corresponding period of 1897. Great interest is being taken at present by mining men in properties on Forty-Nine and Hall Creeks in Nelson district.

The bread and cake knife with wavey edges has now a rival in the corrugated knife blade. As this is ground it has a scalloped edge, which has proved to be the best kind of an edge, as it leaves no crumbs and cuts and does away with all sogginess in appearance such as is frequently the case with particularly solid kinds of cakes.

Oil has been struck at Croton, and it is on the eve of a great boom. The field extends over an area of several miles. One man leased 1,000 acres. It is one of the best oil territories yet struck. Some splendid wells have been struck on the town line of Zone and Camden.—Sarnia, Ont., Observer.

Messrs. W. J. Minnes, S. Harkness, John Bredin, G. A. McGowan, Kingston; E. Kanter of New York City, and J. R. Scott and W. H. Perry, Napanee, are the provisional directors of the Kaladar and Anglesea Mining and Development Co. The company own about 650 acres of mineral land in Barrie, Kaladar and Anglesea, and also own a water privilege capable of running a 50-stamp mill. The capital of the new concern is placed at $400,000 in $1 shares. Assays made at the School of Mines are encouraging.

The agreement between the Bell Telephone Co. and the city expires in June next, and it is understood that the company are asking the Government for power to increase their rates. The company have been paying $1,000 to the city for the past five years for the exclusive privilege of operating a telephone system in London. It is learned on good authority that, after the expiry of the present agreement with the city, a strong company, backed by American capital, will be formed for the purpose of entering the field against the Bell company.—Advertiser, London.

A PUSHING HARDWAREMAN.

J. H. Buchanan, formerly of Galt, who recently purchased the hardware business and stock of McLeod & Co., Woodstock, has added a line of enamel ware and tinware. Mr. Buchanan is also making various improvements in the store in the way of additional fixtures, and a neat stand for the display of bicycles. HARDWARE AND METAL wishes Mr. Buchanan success.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods.

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

PATENTS PROMPTLY SECURED

GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for free advice. MARION & MARION, Experts, Temple Building, Montreal.

McDONALD & ALLEN

KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

ISLAND CITY

Paint and

Varnish Works

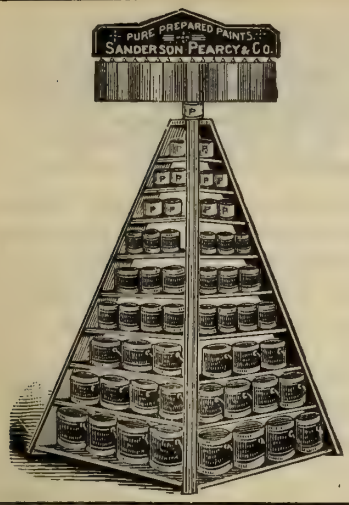
. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

HAIR CUTTERS of every description — Hand and Power. You want the best. They are manufactured only by The COATES CLIPPER MFG CO, Worcester, Mass. Catalogue on application.



Headquarters for...

Fine Colors--Dry or Ground in Oil.
English and Canadian Varnishes
Alabastine and Jellstone

Sanderson Pearcy & Co.

TORONTO

MONARCH

HORSE NAILS

BEST STOCK. DRIVE BEST. HOLD BEST.

Write us for Samples and Prices.

MARITIME NAIL CO., Limited, - St. John, N. B.

DO YOU TRADE WITH FARMERS ?

INDURATED FIBREWARE is now used on all well-equipped farms.

Farmers find it the best all-round ware for the Farm, Dairy and Household.

All hardware storekeepers cultivating the farmers' trade should be supplied with a full line of Indurated Fibreware. Send for prices, terms and discounts.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 25, 1898.

HARDWARE.

BUSINESS is certainly expanding in all lines of hardware, and the outlook for a good spring trade is promising indeed. Not only are orders for prompt shipment better, but business for forward delivery is much larger than it was last year. Values generally are steady also, and in some cases point higher, which has its influence with buyers. This is the case in barb wire for which demand is quite brisk, and plain wire also rules firm. Orders for both cut and wire nails have expanded materially, particularly for the latter, and the movement in screws is well maintained. Cordage is firm at the advance, and all other lines are steady, while in heavy material coil chain continues quite brisk.

BARB WIRE—There is no change in the price of this article as jobbers are still working on stock secured previous to the rise in price. They are not inclined to book very far ahead, however, at existing rates. We quote $2 f.o.b. Montreal.

PLAIN WIRE—Demand for plain fencing and also coppered and coppered iron and spring is quite noticeable. Discounts are unchanged at 35 per cent.

WIRE NAILS —Orders both for prompt and forward shipment show distinct improvement. Values are unchanged at $1.90 f.o.b. Montreal, with an allowance of 5c. on carload lots, terms 4 months or 3 per cent off.

CUT NAILS—There have been some good orders noted for these from the province and Northwest. Values are firm at $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Demand continues good for horse nails, and discounts are steady at 50 per cent.

HORSESHOES—Rule quiet. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Continue in good enquiry, with prices steady. Discounts are: Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—In fair demand, at 20c. for the former up to No. 16 and the latter up to 10 gauge.

BOLTS — Carriage and stove bolts are asked for, but enquiry is light. Discounts are as follows: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.; stove bolts, 70 and 5.

RIVETS—There is a good enquiry for copper rivets. Discounts are: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES—As last noted: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS — There is a fair enquiry for these, and prices are unchanged at $29 for Royal Canadian.

SPADES AND SHOVELS—Orders are fair for spring shipment, while discounts are unchanged.

CUTLERY—Hunting knives for the gold fields are the lines in most request.

BUILDING PAPER — Quiet and jobbers in some cases have shaded prices to secure orders. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —There is a brisk enquiry for these, especially barn door. We quote screw hook and hinge, $3.50 per 100 lbs.

SHOT—Steady and unchanged at 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

CORDAGE—Prices are firm and jobbers here have marked their range ¼c. higher than it was and the tone is very firm at the rise. We quote: Sisal, 7-16 and upward, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

CEMENT—There is a steady demand for cement, and we quote English, $2.15 to $2.25, and Belgian, $1.95 to $2.10.

FIREBRICKS—Continue steady at $21 per 1,000 as to brand.

METALS.

There is a fair trade done in metals and the movemnnt is fully up to the average for the season.

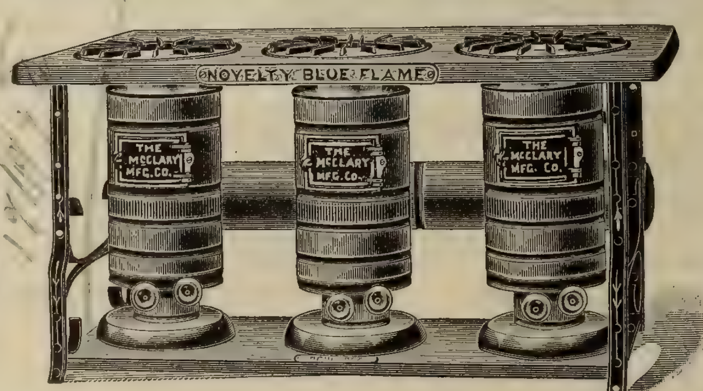
PIG IRON—Prices rule firm and there is more enquiry regarding forward shipment. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; No. 1 Niagara, $17; Buffalo, $16.

BAR IRON—It is said that in some cases prices have been withdrawn by makers, but jobbing trade was still put through at $1.50 this week. The tendency of values, however, is very firm.

BAND IRON—At an advance of 25c. on the bar iron basis, some nice orders have been booked.

HOOP IRON—There is more enquiry for this line also, and values rule steady at $2 to $2.10.

NOVELTY BLUE FLAME OIL STOVES



Have given universal satisfaction in 1897. That was their first year.

Made in three sizes, 1, 2 and 3 burners; burners are brass; wicks 10 in.; patent wick adjustment, effective and simple, preventing wicks being turned too high or too low.

Frames and tops made of steel.

Sample stove sent to any resp nsible dealer, SUBJECT TO RETURN, IF NOT SATISFACTORY.

Full assortment of Ice Cream Freezers, Refrigerators, Oil Stoves, and Klondike Outfits on hand.

The McClary Mfg. Co.

London Toronto Montreal Winnipeg Vancouver

GALVANIZED IRON—APOLLO.

What can you do with a poor iron? You can't return it—the makers don't guarantee it.

What can you do with Apollo? Return to your jobber at his expense any sheet, or part of a sheet, that you can't do everything with.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, **MONTREAL**

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Directo and Treasurer

SHEET IRON—Enquiry is increasing for spring shipment. We quote as follows: $2.10 on 10 to 16 gauge; $1.80 on 18 to 20 gauge; $2 on 22 to 24 gauge; $2.10 on 26 gauge, and $2.15 on 28 gauge.

SHEET STEEL—There has been a better demand for this line also, and prices are firmly held at $2.25 for No. 24, with the usual extras.

LEAD PIPE—Rules quiet at 7c. for lead pipe and 7½c. for composition waste; discounts, 27½ per cent.

GALVANIZED IRON—There is a good demand for this, and importers have been doing more for importation in the spring. We quote: Queen's Head, $4 to $4.15, and Blue Jay, $3.75 to $3,95 for No. 28 gauge.

TINNED IRON—As last quoted, at 5½c. for 6 x 30., No. 24.

PIG LEAD—The feeling is firm in lead, but demand is quiet at $3.75.

INGOT TIN—Business quiet and prices steady at 16c.

INGOT COPPER—Quiet and steady at 12c.

SHEET COPPER—As last noted. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—Business is quiet for prompt shipment, but forward trade is fair. Prices are firm at $2.10 to $2.15.

TIN PLATE—There is little new to report. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I. X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

TERNE PLATE—Steady at $5.75 to $6.

COIL CHAIN—In active request, as follows: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Steady, at 5 to 5¼c.

SOLDER—As last reported, at 11 to 11½c.

SPELTER—Featureless, at $4.70.

ANTIMONY—Unchanged, at 10 to 10½c.

IRON PIPE—Demand is picking up for iron pipe, both black and galvanized. We quote: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2 25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSETS — Steady. Ordinary washout, $12.50 to $18.50, and Zephon closets, $25 to $46, as to grade, complete with all fixings.

GLASS.

There is a better demand for glass, and prices are firmly held. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break,

OLIVER
BARBED ANNEALED GALVANIZED **WIRE** NAILS STAPLES FENCING
COMPANY
Pittsburgh, U.S.A

The only manufacturers in the world who absolutely control the production and reduction of all the raw material used by them. This fact is one of the best guarantees of uniform quality in "Oliver" wire.

A. C. LESLIE & CO.
Canadian Agents ... Montreal

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
FACTORIES
...*MONTREAL*
CUT NAILS
Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

Manufacturers continue to report an active business for both prompt and spring shipment. Ready mixed paints are commencing to show life and give a promise of improved movement in the future. Varnishes are in good demand from the manufacturing establishments and prices rule level with last year, while turpentine and linseed oil all show a tendency to higher prices. Turpentine at shipping points has receded a trifle owing to the increased receipts, but demand is brisk and is expected to cause renewed firmness. There is no change in spot prices.

WHITE LEAD—Best brands, Government standard, $5.37½ ; No. 1, $5.00 ; No. 2, $4.62½ ; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm ; casks, 4½c. ; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 7c.; No. 1, 6¼c.; No. 2, 5½c.

PUTTY—We quote : Bulk, $1.65 ; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 46c.; boiled, 49c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 51c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c., 250-lb. kegs, 14½c ; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady ; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 47½c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — Quiet and unchanged. Resins $2.75 to $4.50, as to brand ; coal tar, $3 to $3.50 ; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

There is steady demand for hides, and prices on both beef and lambskins are firm. We quote : Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9 to 9½c. for No. 1, 8 to 8½c. for No. 2, and 7 to 7½c. for No. 3.

ASHES.

Continue quiet. First pots, $3.40 to $3.50, and seconds, $3.15 to $3.20.

COAL.

Quiet, as follows : Stove and chestnut, $5.75; egg, $5.50 ; Scotch grate, $6, and Scotch steam, $3.50 to $3.60.

PETROLEUM.

The market has been steady for all grades and prices are firm. We quote : Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities ; American prime white, 14c. in car lots, 15c. in small lots ; water white, 15½c. in car lots, 16½c. in a jobbing way ; Pratt's astral oil, 17c. in car lots, and 18c. in small quantities.

ONTARIO MARKETS.

TORONTO, Feb. 25, 1898.

HARDWARE.

THE improvement noted in business last week has been more than maintained, increased activity being noted. One of the most striking features of the trade is the increase in the demand for goods for shipment to the Northwest, which is very decided. At the same time, forward orders generally are being booked freely for shipment in April and May. The advance noted in rope last week has not been maintained, there having been a decline on Thursday in both sisal and manilla of from ⅛ to ¼c. per lb. These are practically the only changes in prices to be noted this week. Business in wire nails is fair, and a firmer feeling exists as to prices, for, while no advance has taken place, efforts are being made to get better prices. Cut nails are still quiet. While trade in horse nails is fair, the demand for horseshoes is rather less than it was a week ago. Bolts of all descriptions are still in good request. An increased demand is to be noted for clothes wringers, and the same may be said in regard to spades and shovels. Some of the Toronto jobbers are this week receiving the bulk of their shipments of green wire cloth. The business outlook is good and a nice spring trade is looked for.

BARB WIRE — There is no change in the barb wire situation. Trade is still quiet. We quote : $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE — Business is still practically confined to orders for future delivery. Discount is as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC.—The increased demand noted last week has not fallen off any as far as coppered spring wire is concerned. There have been quite a number of orders for English wire. Discount, 35 per cent.

WIRE NAILS—The improvement in the demand noted last week has been maintained, and a number of enquiries are coming in regarding a probable advance in price. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS — Orders are still coming in but slowly, with prices unchanged. We quote as follows : Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS —A fair trade was reported at the unchanged discount of 50 per cent.

HORSESHOES—The demand is not as good as it was a week ago, but prices are unchanged. We quote : Montreal, $3.25 ; Toronto and Hamilton, $3.35 ; London and Guelph, $3.40.

SCREWS.—Business in this line is still being fairly well maintained, with prices as before. Discounts : Flat head bright, 87½ and 10 ; round head bright, 80 and 10 ; flat head brass, 82½ and 10 ; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS —There has been no falling off in the demand for this article, there still being a good business doing in carriage, tire, machine and stove bolts. Through an inadvertance, carriage bolts ⅜ and upward have been quoted at 60 and 10 per cent. Discounts are : Common carriage bolts, 70 per cent. ; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c. ; hexagon, 5¼c.

RIVETS AND BURRS — The demand is being well maintained, but there is no change in prices. We quote : Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list ; ditto (Norway iron) 60 per cent ; black M rivets, (steel) 65 per cent. ; ditto, (Norway iron) 60 per cent. ; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifed, with urcatbox, $1.25.

ROPE—Part of the advance made last week in sisal and manilla rope has been lost, a reduction of ⅛c. on sisal to ¼c. on manilla having taken place on Thursday, making the base price 7 and 8c. per lb. respectively. During the past week quite a number of orders have been received from the Northwest, but trade locally is quiet. We quote: Sisal, 7-16 in. and larger, 7c.; ⅜ in., 7½c.; ¼ and 5-16 in., 8c.; 3-16 in, 8½c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CHURNS—These are going out at the discounts named. Discount, 60, 10 and

CORRUGATED IRON

Holds a place of its own in the building trade. It is invaluable for Roofing, Siding, Ceilings, Partitions, etc. Now in stock, sheets 96 x 33 x 26 gauge galvanized. We can supply any size or gauge to order---painted or galvanized---straight or curved---up to 10 feet long. Our Corrugated Iron is all manufactured from the very best quality of sheets, and is entirely free from scales, piece holes or other defects---also note that ours is pressed---not rolled---the corrugations are all uniform, fitting squarely at the ends and side without waste.

Place all orders now---to be filled when desired---for Eavetroughing and Conductor Pipe. Full stock of reliable lines---any pattern made to order.

Write for our Catalogue—full of interesting information about all our goods.

METALLIC ROOFING CO. LIMITED

1180 King Street West TORONTO

5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The demand during the past week has increased, principally in the "New Leader" and "Lightning." We quote: "New Leader" and "Lightening," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—Trade is improving, and stocks are now complete. The discount is unchanged at 45 and 2½ per cent.

BUILDING PAPER—Some large orders have been received from the Northwest, but the trade, as far as Ontario is concerned, is not quite so good. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

BELTING — An improved demand noted last week appears to have been maintained. We quote: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent.

HINGES—Trade in heavy T, strap, spring and barn door is fairly good. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH — The jobbing houses in Toronto are this week receiving the bulk of their spring supplies. Forward orders are still being booked. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

CUTLERY — Local trade is quiet, but a fairly good sorting-up business is being done on Northwest and British Columbia account.

SPORTING GOODS—A good many rifles and revolvers, and a good quantity of ammunition, are being shipped to British Columbia and the Yukon.

CEMENT—There is little doing, with prices unaltered. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

METALS.

The metal trade is keeping up fairly well and whatever changes have taken place are, as a rule, in the direction of larger business. Black iron is moving freely, and quite an active trade is being done in galvanized iron. Quite a number of orders have been booked for tin plates for import.

PIG IRON—There has been a little doing on the local market in United States pig iron during the past week, some sales of No. 1 southern soft having taken place at $15.50 on track, Toronto. This price is about 25c. per ton below the figures ruling a week ago. As a rule, trade in pig iron is quiet, the foundries having very little business on hand at present. We quote United States iron on the track as follows: No. 1 foundry, $15.50; No. 2, $15.25; No. 3, $15.

BAR IRON—The demand for bar iron is perhaps not as brisk as it was a week ago, but there is still a fair amount of business doing. We quote: Base price at $1.50 to $1.60 from stock and $1.40 to $1.45 from stock.

HOOP AND BAND IRON—Trade is much about the same as it was a week ago, the slight improvement then noted being maintained. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL — There has been a nice demand during the week for both No. 1 and 2 qualities. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—This has also been moving freely at unchanged prices. We quote

as follows: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Trade is quite active, some nice orders having been received during the week. The demand has been more for the heavier than for the lighter gauges. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—Trade has been steady, but no large lots have changed hands. The market both locally and outside is steady. We quote pig lead, in small lots, at 4⅛c., and bar at 4½c.

SHOT — Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

INGOT TIN—Has been moving fairly well, but orders are principally for small lots. The London market advanced 1s. 3d. on Tuesday and closed firm. New York is steady, with a good consumptive demand. We quote locally 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—The demand is not as good as it was a week ago on the local market. Both the New York and London markets are firm and advancing. In New York the consumptive demand and the export movement absorb the current output. Local jobbers quote 12 to 12¼c. per lb.

SHEATHING COPPER, ETC.—There is little doing in braziers' and roofing copper, but otherwise business is quiet. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE—There is a good business being done, for, while the orders are rather small, they are numerous. At the same time, however, enquiries for large quantities are numerous. A feature of the market is the fact that makers have withdrawn prices, and quotations, therefore, are only subject to immediate acceptance. We quote: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Trade is still quiet and unchanged at 60 and 10 per cent.

RANGE BOILERS—Business is keeping up fairly well. We quote: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES — There is very little doing and prices remain as they were before. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—Quite a number of orders have been booked for import during the week and shipments from stock are considered fairly satisfactory. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Trade is quiet at 5½c. per lb.

COIL CHAIN—Trade has improved and prices are steady. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

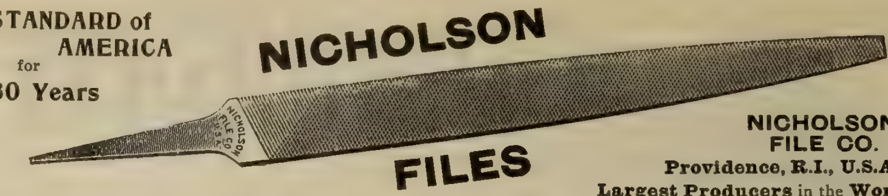
SOLDER—Quiet. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

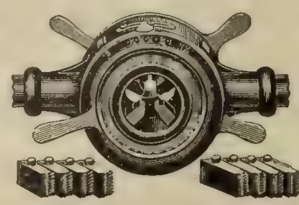
PAINTS AND OILS.

The number of orders received for immediate shipment are limited, but for March and April deliveries they have been satisfactory. There is a decided appreciation in the value of all lead products, and in such

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World



FOR PIPE.

In Stocks and Dies there is no better than

HART'S DUPLEX ADJUSTABLE.

Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A

FOR BOLTS.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

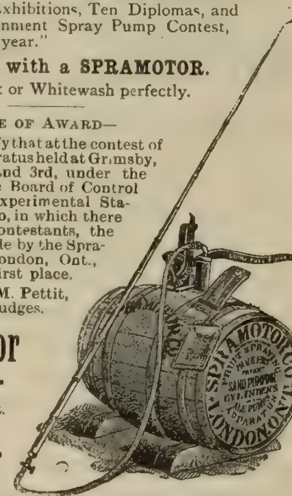
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

ARMS FOR THE KLONDIKE
Where Wet and Cold Prevail must be chosen with CARE and JUDGMENT.

Consider—if you can keep the wet out of your rifle it will not *rust* nor *freeze*. Only

Marlin Repeaters

have Solid Tops, shedding water like a duck's back. Our *197-page book* (just out) tells all about them. Up-to-date information about powders, black and smokeless; proper sizes, quantities, how to load; hundreds of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations. All calibres 22 to 45; how to care for arms and 1,000 other things, including many trade secrets never before given to the public. *Free if you will send stamps for postage to*
The Marlin Firearms Co., New Haven, Ct.

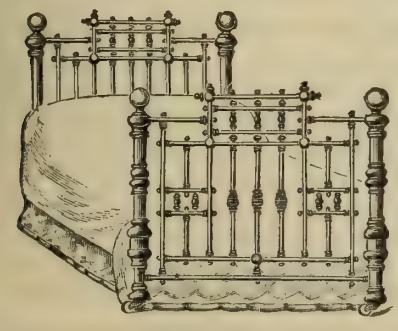
The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
" Diamond " Brand Horse Shoes
ST. JOHN, N.B.

CLELAND BROS. & CO.
MEAFORD, ONT.
Manufacturers of **NAVVY** and all other kinds of
WHEELBARROWS
Write for Prices
Eastern Representative:
Alexander Gibb
22 St. John Street
Telephone 2343. **MONTREAL**


——Established 1859——
BRASS AND IRON BEDSTEADS
New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .
H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

lines as orange mineral and litharge a scarcity is reported. Liquid paints are firm, and there is no difficulty in making sales at the regular schedule rates. With linseed oil, turpentine, lead and zinc much higher than at this period last year, an advance is not unlooked for, and would be justified in the face of a higher range of values all along the line. In paris green there is little to note except that several of the jobbers have had enquiries from large dealers in the United States, who are beginning to bestir themselves for the approaching season. Locally, there has been a clear, though moderate improvement both in the sales and in the feeling generally. Dry colors have been steady and without change. The trade is rapidly developing along the line of "paste" goods and paints in a ground and liquid form. Varnishes and japans are more in demand and steady prices prevail. Putty is lethargic. In graphite, oxides and roof paints there is considerable improvement, which augurs well for improved trade, and bright building prospects. No change is noted in gold leaf and painters' sundries. Turpentine has been advanced 1c. per gallon. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

CASTOR OIL—In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

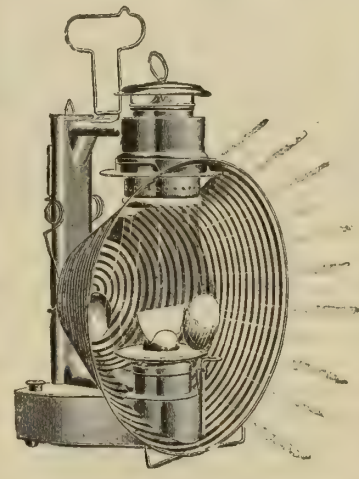
SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

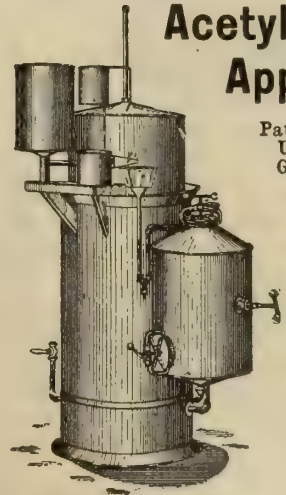
LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; boiled, 1 to 4

THE PRESS CLIPPING DEPARTMENT
Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.
Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.
We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.
THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.
No. 20. Search Lights.

No. 20. Search Lights.
HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus

Patented in Canada, United States and Great Britain
This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.
Acetylene Gas the Coming Light.
Cheaper than Electric Light Coal Gas or Coal Oil.
For Private Dwellings, Business Houses, Churches Public Halls and Offices.
For particulars write to the
NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

barrels, 51c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 53c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

GLASS.

There is a good business being done in import orders. Stocks on hand are limited, but as some houses expect shipments inside of a week or two, there will be sufficient to meet the demand, which is limited. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Trade is active, especially for heavy scrap iron. Prices throughout are stiffening, with possibility of an advance in some lines. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 75 to 85c.; clean dry bones, 30 to 35c per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—The situation is unchanged from last week, except that prices have weakened somewhat. We quote: Cowhides, No. 1, 9¼c.; steerhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Business is quiet, with prices steady, at $1.15 to $1.25.

WOOL—There is a fair movement, with the price for pulled wools steady at 20½c. for fleeces and tub-washed.

SEEDS.

The market is in an unsettled contition, as is usual between the falling off of the export demand and the opening up of the home trade. Alsike is quoted all the way from $2 to $4; red clover at $2.50 to $3.50. Timothy is steady at $1 to $1.50 for machine threshed, and $1.75 to $2 for strictly choice to fancy bright unhulled flail-threshed seed.

COAL.

The situation remains the same as in the past few weeks. The scarctty of small sizes of coal is still in evidence, but prices have not been changed. Anthracite is quoted at Buffalo and bridges: Grate $4.24; egg, $4.46, net tons.

PETROLEUM.

Trade is active, both in Toronto and throughout the provinces. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Turpentine has been advanced 1c. per. gallon, being now quoted at 53c., freight allowed, at Western Ontario points.

A. C. Leslie & Co., of Montreal, have decided to place their stock of barb wire and plain twist with their Toronto agent, Mr. R. A. Baines.

Rice, Lewis & Son, Limited, have this week fitted out two additional parties for the Klondyke. Both parties purchased large quantities of hardware and mining supplies.

Large quantities of Hayes' patent steel lathing is being supplied by the Metallic Roofing Co., of Toronto, for the new building at the northwest corner of King and Yonge streets, Toronto.

Bertram, Wilson & Co. have just completed arrangements for handling the "Pelham" bicycle, manufactured by Morley Bros. Co., Saginaw, Mich. This wheel will be retailed at $40. Agents can handle it and make a good profit by doing so.

The Gurney Foundry Co., Limited, Toronto, are running quite strongly now. They have just put in a pair of their large No. 8 twin hot water Oxford boilers in the new Albany Club building on King street, near Church street, and have the contract for all the radiation for the new street railway building, corner King and Church streets, Toronto.

PERSONAL MENTION.

Mr. J. A. Marion, solicitor of patents, left yesterday for his Washington office. He will be back on Saturday.

Mr. Charles B. Brown, of the Ontario Rolling Mills, Hamilton, who is going to Tacoma, Washington, to accept the position of superintendent of the Western Iron and Steel Co., has been presented with an address and a purse of gold by his fellow employes of the rolling mills.

S. L. Adolph, of Adolph & Bonnett, hardware merchants, Listowel, was in Toronto this week. He reported that business in Listowel never looked better. Mr. Adolph was in Toronto making up a mixed carload of general goods, and as he is a genial and popular man, he also had a good time with his friends in the trade, who are always glad to see him visit the Queen City.

ON A TRIP TO THE COAST.

Mr. N. G. Allen, resident director of the Oneida Community, Limited, Niagara Falls, Ont., left this week on a business and observation trip to the Coast, visiting the various jobbing centres en route. After he has called upon the jobbers in Manitoba, the Northwest Territories and British Columbia, he will return home by way of San Francisco. Mr. Allen will doubtless book many orders, before he returns, for trace chains, cow ties, dog chains, dog collars, traps, patent snap bits, etc., which his firm are such well-known manufacturers of.

CATALOGUES, BOOKLETS, ETC.

The American Tire, Co., 164-166 King street west, Toronto, is issuing its 1898 catalogue. Much time and care has evidently been spent in the compilation. The company also are issuing a limited number of hangers, and fortunate will be the parties who are favored with one. Great expense has been gone to in this latter respect, for the hanger will be an ornament in the office of any business establishment. It is a picture entitled "Helen," which for beauty of posing and pleasing colors, is not easily surpassed. Send a post card and mention HARDWARE AND METAL and a copy of both catalogue and hanger will be sent to any address.

AN ATTRACTIVE CALENDAR.

The Gurney Foundry Co., Limited, Toronto, have had lithographed one of the most beautiful poster calendars that we have received. The centrepiece is a large, magnificent representation of the Temple building, Toronto, which, as the calendar states, is furnished throughout with Oxford radiators, manufactured by the Gurney Co. Near the bottom of the sheet is a tasty calendar printed in various colors. Altogether, it is a production worthy of a place in any office.

A REPUTATION SUSTAINED.

The Sherwin-Williams Co., Montreal, are justly noted for the beauty and excellence of all advertising matter which is issued by them to the trade. Their general catalogue for 1888, just issued, is not behind the rest in this respect. It is a complete catalogue of prices, and is illustrated by fac-simile colored plates of the packages in which their goods are sent. Dealers should secure a copy of this catalogue.

A SHEET OF FLAGS.

Rice Lewis & Son, Limited, Toronto, are well known as dealers in flags of all kinds. They have just issued a lithograph sheet, with excellent plates, showing the design and coloring of the Union Jack, the Royal Standard, the Scottish and Irish Standards, the red, the white, and the blue ensigns of Great Britain, as well as the Canadian and the American flags. The plates are throughout exceedingly interesting and should be seen by all dealers.

HE WON WITH THE SCHULTZE.

The Schultze Gunpowder Co., Limited, of London, England, write H. S. Howland, Sons & Co., as follows: "I have pleasure tn informing you that Mr. Curling, who won the Grand Prix du Casins on 31st ult., by killing 12 straight in a field of 139, used 'Schultze' in both barrels. This is the eighth time in the last twelve competitions that the Grand Prix (value £823 and objet d'art) has been won by a user of Schultze."

NEW STOREY FOR KEMP'S FACTORY

Among the Canadian industries which have, through increase of business, been compelled to extend their manufacturing capacity is the Kemp Manufacturing Co., Toronto, who have just taken out a permit for the erection of an additional storey of brick to their factory at the southeast corner of Gerrard and River streets, to cost $3,200.

CITY TRAVELERS' BALL.

AS previously announced, the Winnipeg city travelers' ball was held on Tuesday evening, 15th inst., at Hotel Manitoba, and proved as enjoyable as the labors of an excellent committee warranted.

Sharply at nine o'clock the concert programme was begun, and the ten numbers were carried through with a brightness and dash that was quite inspiring. A number of the songs were old standards well sung, and several earnest recalls were responded to.

Promenading and social chat filled up the time while the seats were removed from the ball-room, and by 10.30 dancing was in full swing. Evans' orchestra supplied excellent music, and with the floor in perfect condition lovers of the mazy enjoyed themselves to the full. A noticeable and pleasing feature of the ball was the preponderance of girls and young women. Though there is no law against older people dancing, somehow it seems more especially the pastime of youth. A number of girls in their pretty silk and muslin frocks, moving in time to good music, is always a pretty sight. There was also no lack of dancing men, another most commendable feature of a ball, and so wallflowers were few and far between.

Supper was served at 12 o'clock, and, though there were at least 250 guests, there was no crowding. The table decorations were artistic, the supper of the best, but, crowning feature of all, you got it without having to wait half an hour between each course.

The dance programme was long, well selected, and sufficiently varied to suit all tastes, and not only were all the 21 numbers danced to finish, but numerous encores were responded to.

A word as to the programmes: These were in the shape of a pretty folder card. The concert programme was on one half and the dances on the other, and no doubt will be kept by many as souvenirs of a happy evening.

The officers of the society are: Honorory president, John Mouat; president, W. Blacadar; vice-president, J. H. Dickie; treasurer, John Hume; secretary, N. W. Burke; directors, D.M. Hume, W.G. Locke, W. R. Watson.

The committee who took immediate charge of the arrangements included W. Blacadar, John Hume, N. W. Burke and D. M. Hume. These gentlemen were untiring in their efforts to ensure the comfort and pleasure of their many guests.

THE PRICE OF WIRE NAILS.

HARDWARE AND METAL learns that an effort is being made among some of the manufacturers to increase the price of wire nails, on account of the higher figures ruling on raw material. In conversation with a representative of this paper a manufacturer said: "As the season for wire nails approaches the makers of wire rods in the United States are taking a firm stand. In some instances they have withdrawn quotations, and a good many think that it is quite possible prices on wire rods will ultimately be advanced $10 per ton. This would mean a very material increase in the price of wire nails, wire, and all products which come from wire rods. Under these circumstances some of the makers are naturally anxious to advance prices of wire nails."

A MERCHANT'S DISAPPEARANCE.

There is some excitement in Parrsboro', N.S., over the disappearance of James Taggart, formerly of the firm of Taggart & Harrison, general merchants, who for the last month has been doing business on his own account. On last Monday he raised $700 on a mortgage on his property, and received $500 advance on lumber that he was getting out, and with this amount started to visit relatives at River Herbert. Not returning when he was expected, his friends were communicated with, and sent back word that he had not been at their place, and if nothing has happened him he is supposed to be at present in the land of the free. The stock has been levied on by his creditors and the sheriff is now in charge. He has not been very well of late, having been hurt on the head by a heavy jar falling off a shelf, and it is the general opinion that he was not in his right mind.

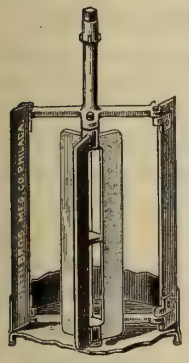
PERFECTION IS FOUND IN

GEM and LIGHTNING FREEZERS

WITH..

New Automatic Twin Scrapers

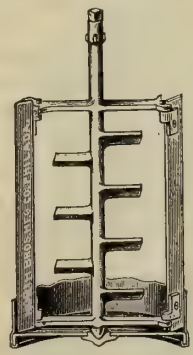
Operating Positively and Continuously.



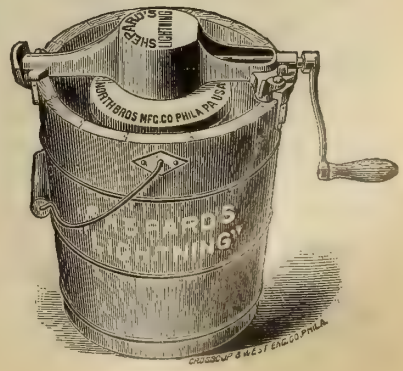
Dasher, showing Twin Scrapers on "Lightning."

Put and held in place by movement of can against lower end of scraper.

The most practical improvement made in any Freezer for many years past, and not contained in any other Freezers.



Dasher, showing Twin Scrapers on "Gem."



OTHER POINTS OF PERFECTION NOT FOUND IN ANY OTHER FREEZERS.

Cedar Pails with Electric Welded Wire Hoops.
Cans with Drawn Steel Bottoms.
Materials and Workmanship.

Guaranteed not to fall off or break.
Guaranteed not to Break or Leak.
Guaranteed of Superior Quality.

Sold by all Leading Jobbers. Made exclusively by

NORTH BROS. MFG. CO., Philadelphia, Pa.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE effects of Taggart & Harrison, general merchants, Parrsboro, N.S., are in the hands of the sheriff, with James Taggart reported away.

W. H. Davidson, general merchant, St. John's, Nfld., has assigned.

James Brayley, saddler and hardware dealer, Hamilton, has assigned.

A. H. Baker & Co., general merchants, Rosebank, Man., have assigned.

Mrs. John Moisan, general merchant, Drummondville, Que., has assigned.

Fritz Jensen, harness dealer, Grimsby, Ont., has assigned to Robert Fraser,

J. D. Levisseur, general merchant, Riviere Blanche, Que., has assigned.

Ulysee Bail, general merchant, West Shefford, Que., is offering 60c. on the dollar.

W. H. Shaw, general merchant, Shedden, Ont., has assigned to W. H. Morrison.

Pare & Frere, general merchants, Granby, Que., have compromised at 55c. on the dollar.

J. Auguse Bernier, general merchant, Edmundston, N.B., is offering 50c. on the dollar.

Williard & Co., general merchants, Port Perry, Ont., have assigned to Richard Tew, Toronto.

Thos. Orr & Son, planing millers, Stratford, Ont., have called a meeting of their creditors.

John D. Aaron, general merchant, Wabigoon, Ont., has assigned to W. H. Carpenter, Rat Portage.

N. Godbout & Co., general merchants, St. Marcel, Que., have compromised at 50c. on the dollar.

O. R. Fagnan & Co., grocers and hardware dealers, Sorel, have assigned to Bilodeau & Renaud.

A meeting of the creditors of F. W. J. Glasscock, general merchant, Marbleton, will be held March 2.

Philias Graveline, general merchant, Ange Gardien (Rouville Co.), Que., is offering 50c. on the dollar.

A meeting of the creditors of O'Meara & Hodgins, general merchants, Quyon, Que., will be held on the 28th inst.

W. J. Hunter, carriage maker, Toronto, has assigned to H. R. Welton, Toronto, and a meeting of his creditors will be held on March 2.

H. Smellie, general merchant, Hepworth, Ont., has assigned to C. B. Armstrong, London, and a meeting of the creditors will be held on the 28th inst.

Mayhew Bros., general merchants, Thamesville, Ont., have assigned to C. B. Armstrong, London, and a meeting of creditors will be held on the 28th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Claxton & Ballachey. general merchants, Paisley, Ont., have dissolved, and Samuel Ballachey will continue.

Dayton & Radway, bicycle agents, London, Ont., have dissolved.

Brock Bros., general merchants, St. Williams, Ont., have dissolved.

Hayes & Marchessault, general merchants, West Shefford, Que., have dissolved.

Ben. Bell, general merchant, Egbert, Ont., has been succeeded by McLean Bros.

Taylor & Fraser have commenced business as dealers in implements in Beulah, Man.

Fraser, Malcolm & Co., general merchants, etc., Westmeath, Ont., have dissolved.

Moxon & Barker, manufacturers stoves, etc., Picton, Ont., have been succeeded by John Moxon.

W. H. Bingham, hardware dealer, Dauphin, Man., has been succeeded by Sutherland & Stelck.

James Cowan & Co., wholesale and retail carriage builders and hardware, London, have admitted R. G. Edgecombe; style unchanged.

Co-partnership has been registered by Wm. Davidson, Alex. J. Ferguson and Arthur Cox, under the style, Wm. Davidson & Son, boiler makers, Halifax.

LeBroc Brothers, general merchants, Hawkesbury, Ont., have dissolved, and the business will be continued by A. W. and Sylvia LeBroc, with style unchanged.

SALES MADE AND PENDING.

The assets of Soucisse & Brouillette, contractors, Montreal, have been sold.

Henry Green, general merchant, Park Head, Ont., has sold out to J. G. Shier.

J. S. Carr, general merchant, Waupoos, Ont., is advertising his business for sale.

The book debts of Chas. Bertrand & Cie,, general merchants, Isle Verte, Que., have been sold at 30c. on the dollar.

Agnes Freeman, general merchant, Wiarton, Ont., is advertising her business for sale.

A. Workman and Co., hardware dealers, Ottawa, have sold out their Rideau street store.

Josiah Perrin, general merchant, Pontypool, Ont., has sold out to Thomas McCullough.

J. H. Lafond, general merchant, St. Andrews East, Que., is selling out, desiring to retire.

Mahon & Ross, general merchants, Douglas Station, Man., are advertising their business for sale.

The stock of P. D. Proulx, general merchant, Asbestos, Que., has been sold at 62½c. on the dollar.

The stock of Kearney & Faulkner, general merchants, Papineauville, Que., has been sold at 60c. on the dollar.

John N. Bartram, blacksmith, Berwick, N.S., has sold out to E. Roscoe.

C. C. Blackburn, harness dealer, Vancouver, has been succeeded by John Storey.

George Morgan, blacksmith and wagonmaker, Trecastle, Ont., is advertising his business for sale.

The assets of Wright & Rosevear, coal dealers, etc., Port Hope, Ont., have been transferred to R. Downey.

CHANGES.

W. G. Charleson is starting business as hardware dealer in Ottawa.

The Wm. Hunter Co., general store, Silverton, B.C., has been incorporated.

R. J. Higginson is commencing business as general merchant in Antrim, Ont.

Joseph Chabot is commencing business as general merchant in Abenaquis, Que.

F. Savage & Co., harness dealers, Poplar Point, Man., are reported to be giving up business.

James Henry, general merchant, Huntingdon, Que., intends leaving for the Klondyke on March 1.

The Portage la Prairie Gold Mining, Prospecting and Developing Co., Portage la Prairie, Man., has been incorporated.

FIRES.

E. Cooper, bicycle dealer, Brantford, has been burned out.

I. H. Morrison, harness dealer, Mount Forest, Ont., has been burned out.

DEATHS

John O'Connor, general merchant, Brigham, Que., is dead.

J. A. McKenzie, general merchant, Maple Valley, Ont., is dead.

F. X. Beadoir, saw miller, St. Isadore (Dorchester Co.), Que., is dead.

INCREASED FOREIGN TRADE.

Canada's trade returns continue to show an upward tendency. Exports for January have increased by $4,000,000 over a year ago, while imports increased $2,400,000.

For seven months our trade shows an aggregate increase of $31,692,721 over the same period last year. The imports were $72,588,599, compared with $65,568,611, an increase of $7,019,988. The exports were $111,274,832, as against $86,602,099 for the seven months ending January, 1897, or an increase of $24,672,733. The duty collected for the seven months was $11,932,839, compared with $11,131,409, an increase of $801,430.

The Northey Manufacturing Co, Toronto, is working night and day filling contracts for pumping machiners to be used in the new side wheel steamers which will run in connection with the Mackenzie-Mann railway in the Yukon district.

A KLONDYKE CHILL.

A young gentleman whose gallantry was largely in excess of his pecuniary means, sought to remedy this defect and save the money required for the purchase of expensive flowers by arranging with a gardner to let him have a bouquet from time to time in return for his cast-off clothes.

It thus happened one day that he received a bunch of the most beautiful roses, which he at once sent off to his lady love. In sure anticipation of a friendly welcome, he called at the house of the lady the same evening, and was not a little surprised at the frosty reception he met with.

"You sent me a note to-day," the young lady remarked, after a pause, in the most frigid tones.

"I—a note?" he inquired, in blank astonishment.

"Certainly, along with a nosegay."

"To be sure, I sent you a nosegay."

"And there was a note inside—do you still mean to deny it?"

With these words she handed the dumb-founded swain a scrap of paper, on which the following words were written: "Don't forget the old trousers you promised me the other day."

NOT MADE TO RIDE.

An English exchange relates the following relative to the experience of a cyclist who purchased a wheel at auction. The purchaser brought the machine back to the auction room and demanded the return of his money, as there was something wrong with the bicycle. He had to wait till the auctioneer had a few minutes to spare; and then the latter went over the machine with a critical eye. After a minute examination, he suddenly exclaimed, as one inspired, "Why, you've been riding the machine." "Of course I have," said the cyclist. "And do you think," said the knight of the hammer, drawing himself up to his full height, "that I sell bicycles for people to ride? Go away, man, and learn sense. I have not time to waste with people like you." And the poor creature went out of the auctioneer's life forever. Unconsidered trifles like these, that one picks up by the wayside, are very instructive.

ALABAMA MINERAL STATISTICS.

The mineral production of Alabama for 1897 was as follows:

*Coal, short tons	5,868,271
Coke, short tons	1,381,252
†Pig iron, long tons	923,825
†Iron ore, long tons	3,241,846
†Limestone, long tons	494,655
‡Bauxite, long tons	10,583
†Building stone, cubic feet	80,000

* From returns made to Chief Mineral Inspector James D. Hillhouse.

† From returns made to State Geologist and Secretary Alabama Industrial and Scientific Society.

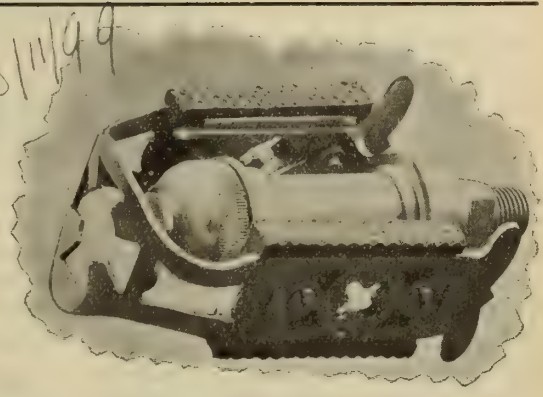
‡ In addition to the above, Alabama should be credited with about 2,500 tons of bauxite hauled in wagons from Alabama to Cave Springs, Ga., and shipped thence by rail and credited to Georgia.

HARDWARE DEALERS' MAGAZINE

Largest Circulation in its field in the World

One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

Diamond Pedal, 1898



Our Pedal in 1897 had a very large sale, and has an established reputation both for superior quality and attractive appearance. The 1898 line is now complete—nine numbers in all. You can make good money by handling this Pedal. Correspondence promptly answered.

The Diamond Machine and Tool Co.

Send for Illustrated Catalogue Delivered free. 78½ and 80 Wellington Street West, TORONTO

BRUSHES BRUSHES BRUSHES

DO NOT BUY till you see our

NEW LINES

Our Travellers will call on you shortly, in ample time to supply your wants

..For Spring Trade

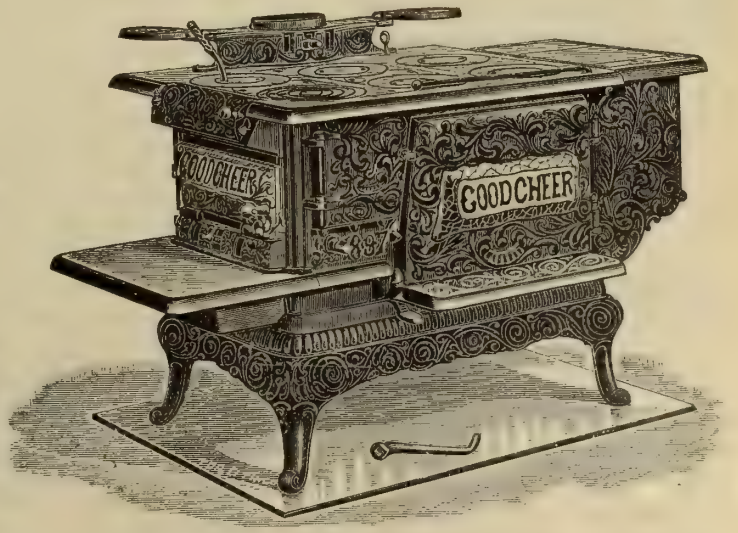
MEAKINS & CO. 313 St. Paul St. MONTREAL

MEAKINS & SONS King St. East HAMILTON

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

Lumbering, Mining, Railroading Supplies

AXES, SAWS, FILES
PEAVEYS, PIKE POLES
ROPE and CHAIN

PICKS, MATTOCKS, CROWBARS
BLASTING POWDER and FUSE
ROCK DRILL STEEL

BERTRAM, WILSON & CO.

IRON AND HARDWARE MERCHANTS.

53 Yonge St., TORONTO

REMARKABLE FRENCH CANNON.

EXPERIMENTS have been going on for some time past at the French camp at Chalons with the new cannon invented by M. Canet, and there seems to be no doubt that it has given full and complete satisfaction, although every possible precaution has been taken to keep the proceedings secret. Careful watch has been kept by the sentries posted around the ground, silence has been enjoined on the artillerymen who have been employed, and a tall palisade, specially erected for the purpose, has hidden the battery and targets from prying eyes. About 1,000 gunners are quartered in the camp, and from 500 to 600 men in addition, stationed in different garrisons throughout the country, have been trained in the use of the new cannon, which is, of course, quick-firing, and is of 75 millimeters caliber. It is a light gun—so light, indeed, that it can be drawn by four horses, instead of six, a great and important gain. From eight to ten shots per minute have been attained, and the recoil is extremely small, owing to the hydraulic break. The men are protected from the fire of the enemy by a sort of shield, arranged on each side, and the powder is as nearly as possible smokeless. Not only are the qualities of the cannon regarded as almost perfect, but the weapon itself is said to be exceptionally strong, capable of standing any amount of wear and tear.

U. S. MACHINE TOOLS IN ENGLAND.

The successful competition of the American tools so largely imported into England recently, which has been specially felt in the supply of requirements for large cycle-works and in connection with gas-engine work, was due to the fact that the tools had been designed to meet every variety of requirements in a way that very few English makers apparently took the trouble to imitate. The result was that a large number of American special machine tools were being introduced into works into this country because they were made more suitable for modern requirements than the tools that were obtainable from English makers.—Ironmonger.

INCREASE HARDWARE LINES.

WITHOUT encroaching upon department store methods, which many hardware dealers concede to be very obnoxious, there are opportunities of which every wide awake merchant should take advantage to increase his lines, remarks Stoves and Hardware. The expense attached to an extension in different lines of goods should not deter a dealer from investing in them when they come within the extent of the stock which he already has. A merchant is shortsighted who allows himself to be appalled by the immediate outlay, and does not realize that an extension of stock means an increase in business and profits. There is no short-coming more detrimental to prosperity or success than this one of short-sightedness, which cannot venture on any new project, because effort and expense seem dreadful at first. If inventors felt like this, we would still be riding in a stage coach, cooking over fire-places, and working with the crudest and most unwieldy appliances. To be brave and dare to do a great deal does not imply that a man is venturesome or imprudent. Every man who desires to obtain a modicum of success should carefully study the methods of others who are known to have reached the promised land for which he himself is bound. Endeavor to ascertain what lines of goods they sell. Careful observation in city retail stores is a good assistance to a mercantile education. By the addition of goods which really appertain to the hardware business, customers who have been in the habit of going to another store for them will be very glad to find these at the same place where they do their buying. Take, for example, lamps; many hardware men do not keep these in stock, yet they are appropriately used in conjunction with hardware and as they can be both useful and ornamental, no time should be lost in obtaining a line of them.

TEN THOUSAND PLOUGHS FOR GREECE.

The United States Consul at Athens reports that the French Government intend to buy ten thousand ploughs to distribute among the Thessalian refugees, who are now returning to their province. This would be a kind thing of the French nation to do, but we doubt if there be any country except the little island that now stands in splendid isolation, hated (or supposed to be hated) by all foreign nations, where any large sum of money has ever been voluntarily raised to assist foreign people in distress. Still, France is a wealthy and generous country, and she may buy the ploughs, in which case Uncle Sam will, no doubt, be glad to supply them at current market rates. The consul adds that a committee appointed by King George is at work testing different ploughs. A firm in Smyrna have sent some American samples, but they were dearer than British, French, or German ones, and not of the best grade. The consul is actively canvassing the committee in favor of American ploughs, and has supplied it with several catalogues of American firms. How would it be if British plough makers also tried for the contract?—Ironmonger.

MR. GROSE MAKES A CHANGE.

Mr. Walter Grose, so favorably known among the wholesale hardware and lamp goods merchants of the Dominion, has severed his connection with the Peterboro' Lock Manufacturing Co., after representing this manufactory in Montreal and the eastern provinces during the past twelve years. Mr. Grose's experience in the manufacturing and selling of locks and builders' hardware extends over 17 years, and the trade generally credit him with being an authority in this line of goods. He is not a man to allow the ground to slip from under his feet, and HARDWARE AND METAL is credibly informed that he has already made arrangements for handling a much more extensive line of locks than heretofore, and expects to be in a position very shortly to offer the trade exceptional value in this line.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Honora Bay Wharf," will be received at this office until Thursday, 10th March next, 1898, for the construction of a wharf with approach, on Honora Bay, Manitoulin Island, Algoma County, Ont., according to a plan and a specification to be seen at the offices of H. A. Gray, Esq., engineer in charge harbor works, Ontario, Confederation Life Building, Toronto; and the Postmaster of Honora, Manitoulin Island, Algoma County, Ont.; and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of senderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for eight hundred dollars ($800), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, Feb. 11th, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (10)

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

Coldbrook Iron and Steel Co., Limited

Manufacturers of all kinds of Bar Iron

Gordon Wire and Wire Nail Works

MANUFACTURERS OF

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies.

ORDERS PROMPTLY EXECUTED.

W. H. THORNE & CO., Limited

ST. JOHN, N.B.

Gold Scales

— FOR —

KLONDIKE

LAMPLOUGH & McNAUGHTON

MONTREAL.

SUCCESSFUL BENEFIT CONCERT.

The annual concert, under the auspices of the McClary Manufacturing Co.'s Benefit Society, was held on Friday night in the Opera House, London, when, as expected, the building was crowded to the doors. The crush was so great that many were content to sit in the aisles, while scores stood both on the lower floor and in the balcony. Each of the four boxes was filled. The employes of the big works, with their wives and families, were present, and enjoyed the programme, which was carried out with the snap so essential to the success of a concert. The programme was varied in its character, and given by good talent, including Miss Jessie Alexander, the Toronto elocutionist, who has several times appeared before London audiences, and who gave, by request, a piece of her own composition, entitled "Bargain Day." Mr. James Cresswell's orchestra also took a prominent part. Mr. Fred. L. Evans was the accompanist.

The benefit society during 1897 had receipts of $2,144.07, and paid out in sick benefits $1,256.21. The proceeds of the concert afford relief to some special cases of hardships, which could not be relieved under the by-laws of the society.

OUR TRADE WITH AUSTRALIA.

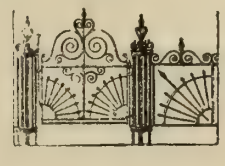
In an interview in The Victoria Times, Col. Sam Hughes, who has just returned from Australia, pays a high tribute to the Canadian commissioner to the Australian colonies, owing to whose efforts, as well as the enterprise of Canadian manufacturers and C.P.R. officials, a good deal of merchandise now goes from Canada to Vancouver. The boats going to Australia are well loaded, but those coming to Canada have light cargoes. Col. Hughes states that hides, raw furs, wool, canned meats, canned fruits, raw sugar, butter, and frozen meat could readily be imported into Canada to fully better advantage than similar commodities are now brought in from other countries. Our export trade with Australia can also be further increased. Complaint is heard in Australia that many articles received from Canada are put up in an untidy manner. For example, a Winnipeg firm sent home hams to Sydney, which were opened in his presence. The canvas was rough, the packing dirty, and the meal was not properly taken from the oat hulls used, so became imbedded in the hams and turned mouldy and black, while the hams, though deliciously sweet to taste, were soft and looked very inferior. Other Canadian hams, shipped by way of Glasgow, were opened side by side with the Winnipeg products, and were most attractive in every respect.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.



IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., are ably discussed. We will mail the whole three essays to any address on receipt of 10 cents

HARDWARE AND METAL, Toronto

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

Plumber and Steam-Fitter

THE VENTILATION OF GAS-HEATED ROOMS.*

THE ventilation of living-rooms is one of the most important subjects with which the human race has had to deal. It is vain to supply a man with good food and pure water if his lungs are obliged to deal with bad air.

Like all other very important problems, this one was solved in a scientific way long before science itself was dreamed of. We can imagine a long and painful series of experiments, guided by no other rule but that of the survival of the fittest, before open fireplace, with its radiant heat and its continual draught of foul air from the floor, became the standard method of heating.

Cost aside, I do not consider it possible to devise any better system of ventilation than is provided by an open fireplace, and the nearer our methods approach this, the nearer, in my opinion, they come to perfection.

With the introduction of furnace heat, the problem is considerably modified. Large volumes of air, either hot or warm, are admitted into a room and left to chance to distribute themselves. If the fireplace has been left open, the displaced cold air will go up the chimney, and the room be filled from the top with warm fresh air. This gives an excellent result. If the flue is closed, the expelled air must then trust to bad carpenter's work for its exit, and the result is, of course, problematical.

Steam heat, using direct radiation, again, presents an entirely different problem. The air of the room is heated by a radiator, the chimney usually closed, and but for accidental openings the same air might remain in a room for weeks and be breathed over and over again, and gather to itself all sorts of organic impurities. Steam-heat, using indirect radiation, is simply a very good hot-air furnace. When gas heat is introduced, the problem is again modified. Not only must we deal with the vitiation of the air by the inhabitants of the apartment, but we must also take into consideration the fact that the gas heater itself, in most cases, is putting out into the apartment large volumes of carbon dioxide, water and nitrogen—sometimes less harmless gases—and that it is continually taking from the air of the room the life-giving oxygen, leaving the air to this extent dead and uninvigorating. The products of combustion of any fire are neither more nor less than what the miners call "afterdamp." That is the gas which fills the mine after an explosion has taken place. For want of any other short expression, I shall speak of them in this paper by that name.

All gas heaters may be divided into two classes. One class sends this "afterdamp" up the chimney, and the other puts all, or a part of it, out into the rooms. The last class is decidedly the most numerous, and I will first make up the different ways of accomplishing this result.

First of all, there are stoves, radiators, and fires without any pretence of a flue. These are admissible in rooms which are used only occasionally or which are opened very frequently; or, by providing abundant ventilation, a fairly good atmosphere may be maintained in any room with this class of heater. For bedrooms, for sitting rooms, or any other close room where the fire is burnt constantly and the window kept closed, this class of heater cannot be condemned too strongly.

Next comes the heater with the pretence of a flue. I say pretence, because most of the flues provided are totally incapable of carrying off more than a small fraction of the "afterdamp" and the air that mixes with it as soon as it is formed.

I have seen a gas grate 24 in. wide provided with four ¾-in. round tubes to carry off all the products of combustion. The manufacturer had soothed his own conscience, and the purchaser no doubt congratulated himself on the good ventilation he would get; but, as a matter of fact, these tubes are able to carry off less than 4 per cent. of the "afterdamp" from this fire, and might just as well have been left out altogether.

Another genus of this species of heater provides an ample flue, with a damper to close it. The customer finds by experience that he gets very little heat when the damper is open, and consequently closes it tight and allows it to rust in that position.

An open gas fire with a real flue—that is, a flue capable of carrying off all of the "afterdamp"—is a class to itself and can only be used in towns where natural gas is sold at a low price. It heats entirely by radiant heat, carries a large amount of air up the chimney, and is an excellent ventilator in every respect. It has only one drawback, which is that, as it only utilizes about 15 per cent. of the heat, its use is absolutely restricted to the fields where cheap natural gas can be obtained.

When we come to heaters with real flues, there are very few on the market, but such as there are are rapidly finding favor with the public. Leaving out those which are designed exclusively for the use of very cheap natural gas, the essential requirement of this class of heater is that it shall not only carry off all of its products of combustion, but that it shall provide sufficient radiating surface to abstract from them and give to the air of the room all of their valuable heat before they reach the chimney.

*Condensed by Sanitary Plumber from a paper read before the Ohio Gas Light Association.

Carlin & Durick, general merchants, are enlarging their present store building at Fort Steele, B.C., by over 40 feet in length.

PLUMBING AND HEATING NOTES.

AN exchange says that a Milwaukee master plumber is so delighted with passing the examination that he has pasted his license on the window pane so that all can see it. If any plumbers are attempting to do business without the necessary licenses in Milwaukee they are to be prosecuted for violating the law. Quite a little money is being taken in for licenses now at $2 for masters and 50c. for journeymen.

The London Collegiate is asking $10,000 for additions to the building.

The St. Thomas council are taking action to secure plans for the new city hall.

Mr. John Smith will at once begin the erection of a commodious eight-roomed frame dwelling on Syndicate avenue. The cost will be $1,000.—Fort William Journal.

The Odorless Crematory Closet & General Heating Co., of Hamilton, Limited, has been incorporated, with a capital of $24,000. The names of the promoters are: H. S. Griffin, M.D.; T. J. Stewart, W. Truesdale, J. Dickenson and W. M. German, Welland.

Mr. Peterson, formerly of Calgary, has started business as plumber and tinsmith in C. P. Hudon's building at the Kickinghorse bridge. Mr. Peterson is a first-class tradesman, and a business of the kind has been urgently wanted in Golden.—Golden, B.C., Era.

Permits have been issued in Toronto to Mr. C. H. Hubbard for alterations and remodeling of buildings 36, 38, and 40 Adelaide street west, to cost $11,200; to John Stark & Co., for the erection of a house on South drive, Rosedale, to cost $4,000; the Cawthra estate, for an addition to 117 Yonge street, to cost $1,000, and to W. A. Hart to erect four two-storey houses at 98, 100, 102, and 104 Pearson avenue, to cost $4,000.

P. McMurray, of Welland, has sold the right to manufacture and sell his acetylene gas generators for the States of Arkansas and Missouri and the Indian Territory to Fred. Wishart and a partner, for a royalty guaranteed at a minimum aggregating $1,000 a year.

In our issue of February 5 there appeared a report of a speech delivered at the banquet of the Peoria, Ill., Master Plumbers' Association. The report was taken from The Plumbers' Trade Journal, but through an inadvertance was not credited to that paper.

The Guelph Acetylene Gas Co., Limited, have leased a portion of the Gowdy Manufacturing Co.'s factory, and will begin the manufacture of their generators about the 21st of this month. They have placed one of their machines, of which Mr. A. H. Deike is the inventor, in the city hotel. The generator supplies twenty lights, which is sufficient to illuminate the entire building.

YELLOW FEVER AND PLUMBING.

Yellow fever in the south is disastrous to plumbing, as it is to many other lines of business. Letters from some of our friends in the unfortunate cities, since the abatement of the epidemic, indicate that business is rapidly picking up. If the people south would profit by these terrible experiences—inaugurate a system of sanitary quarantine, many blessings would follow this last visit of the scourge, and the southern plumbers would have a field in which honest effort and scientific skill would win honor and renown. Plumbing Trade Journal.

PLUMBING CONTRACTS.

Purdy, Mansell & Mashinter, Toronto, have heating and plumbing contracts for a warehouse for S. Jessop & Son, Bay street, Toronto.

The Bennett & Wright Plumbing and Heating Co., Toronto, have contracts for the heating, plumbing, and ventilating of the new Havergal ladies' college, Jarvis street, Toronto; for the heating and plumbing of the new offices for the Massey-Harris Co., King street west, Toronto, and for the heating and ventilating of the new House of Refuge for the county of Simcoe, at Beeton, Ont.

NEW NICKEL COMPANY.

An application is to be made to Parliament for a charter for the Nickel Steel Company of Canada, the capital of which is $20,000,000. The incorporators are: Messrs. John McLaren, of Brockville, manufacturer; George B. Douglas, of New York, manufacturer; Alexander Fraser, of Ottawa, lumberman; David McLaren, of Ottawa, lumberman; F. F. Vandevoort, of Pittsburg, manufacturer; George A. Cox, of Toronto, capitalist; Nathaniel Dyment, of Barrie, lumberman; Alexander McLaren, of Buckingham, lumberman; Andrew Trew Wood, of Hamilton, merchant; John Moodie, of Hamilton, capitalist, and John Patterson, of Hamilton, secretary. If the Government puts an export duty on nickel, the company will establish smelters and manufacture nickel steel for shipment to England.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Knowles, Ham & Nott Co.
Limited.
BRANTFORD

The Brantford.

Manufacturers of

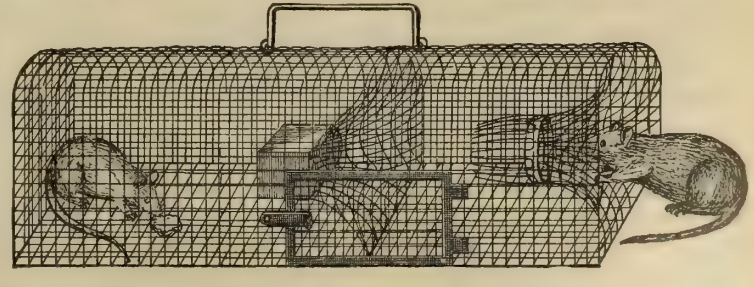
Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

The Smith & Egge Manfg. Co.
Manufacturers of
BRIDGEPORT, CONN.

"YANKEE" RAT AND MOUSE TRAPS

The most Ingenious and Effective Traps ever made. Surest, Safest, Cleanest. . . .

These Traps are well and strongly made, and thoroughly galvanized. All Traps carefully packed and shipped in strong crates.



THE D. MOORE CO., Limited, Hamilton, Agents for Canada.

BICYCLE SUNDRIES AND PADLOCKS

"GIANT" METAL SASH CHAIN,
"Red Metal" and Steel
SASH PULLEYS,
Iron and Bronze.

PLUMBERS' CHAINS.
PLUMBERS' TANK PULLS.
PIPE STRAPS, S HOOKS,
AND SPLIT LINKS.

Sole Manufacturers of the

"EUREKA" PATENT SHEAR. A useful and cheap tool for cutting rods and strap metal. SEND FOR ILLUSTRATED CATALOGUE.

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their

(B) SPECIAL (cross)

Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER,
SHEFFIELD, ENGLAND.
(B) → (cross)

OR (bow mark) OR (B) SPECIAL (cross)

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

Feb 25, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs / " 14x60 " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
	....	0 11

Steel Boiler Plate.

3-16 inch	....	2 00
"	...	1 90
inch and thicker	....	1 75

Sheet Iron.

gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3 65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27% per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 22½
No. 2 do	4 75
No. 3 do	4 37
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.)

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 46
Boiled, per gal. net	....	0 49

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	....	0 50

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lot.	....	0 10½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pisto sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	....	6 00
Forest Clipper	....	6 25
Lance	8 50	9 00
Mann's	6 25	8 00
Maple Leaf	....	7 25
Hand Made	...	7 50
Climax	....	7 75
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 50
Belgium "	2 35
Canadian hydraulic	1 10

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern "M" brand	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet.

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal .... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d................................ 2 25
6 and 7d................................ 2 15
8 and 9d................................ 2 00
10 and 12d............................. 1 95
16 and 20d............................. 1 90
30, 40, 50 and 60d. (base)............ 1 85
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral.............. .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.................... $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6 .... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co.,dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning........................ 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout...... 1 15 2 00

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage Section, Wagon Box Rivets, etc., (Steel). 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs. 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8¼
⅜ in......................	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent..... .....

SASH CORD.

Per lb........................ 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen....... .... 0 70
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's,dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz............... 2 20 3 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador....... " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross............ 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks.................................
Copper tacks .... ⅓
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list. 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 60
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled. per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch....................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, 35 per cent. ; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd....................	....	....
Plain twist..................	....	....

Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer. each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

DO NOT FORGET

that price-cutting means generally a reduction in quality and value.

Henry Boker's

Hardware, Cutlery, Etc.

are standard brands for the respective goods. **No Mixed Stocks.**

Caverhill, Learmont & Co.

MONTREAL.

WE ARE MAKING SPECIAL OFFERS
. . . FOR

Portland Cement
Lion Brand

to arrive by first steamer to Montreal.

Write us for prices if you want to buy low.

WATTERSON & CO.

St. Helen Street

Importers of **MONTREAL**

Tinplates, Canada Plates, Sheet Iron and Steel, Linseed Oil, Window Glass, Cement, Oakum, Firebricks, Fireclay, etc.

Coarse and Fine Salt

Agents . . . Galvanized Sheet Iron

Blackwall Galvanized Iron Co.

Fishing Tackle.

TRADE MARK.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices . . Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT.

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 TRADE MARK. Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

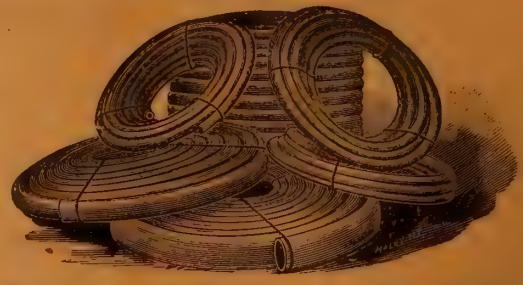
Twelve TRADE MARK. Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

TRADE MARK.

WE WANT TO HEAR.

WHEN YOU NEED



RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

The Cutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

RIGHT NOW

is the time to order. Don't Delay. The Spring rush will be on before you know it. Then where will you be if you haven't a full line of

Robertson's Paints, Oils and Varnishes

in stock? A retailer is judged by the goods he carries. If you want to succeed you must handle ours. They are sure winners.

The JAMES ROBERTSON CO. Limited 263-285 King Street West, **Toronto**

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, MARCH 5, 1898 | No. 10

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co. General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

HAVE YOU RECEIVED

one of our little hand-books on Galvanized Iron? If not, drop us a card and we will mail you one. They are useful and interesting, and we want them to be in the hands of everyone who is interested in Galvanized Iron.

JOHN LYSAGHT, Limited
Bristol and Montreal
(Address, A. C. LESLIE & CO., Montreal)

The Largest Radiator Manufacturers Under The British Flag.

When you want Radiators, buy the

"SAFFORD"

PATENT SCREWED NIPPLE

"RADIATORS"

For Hot Water and Steam Heating. They don't need repairs, they never leak, and will last forever.

Made only by

The Toronto Radiator Mfg. Co. Limited
TORONTO, ONT.

Telephone 5002 | Long Distance Telephone 5007

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets . ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.
Limited.

TORONTO

OUR

Milk Can Trimmings

Are Used by the Largest Dealers and Best Mechanics

Because we have an assortment that will meet the views of all their customers. We can supply either **Convex or Concave Bottoms.**

Our Trimmings are all **Retinned.**

We have 3/8-inch space for wedging body of Can into Bottom.

All Hoops are "**Shouldered**" and **Notched** at lap to give an even thickness to turn top of Can over, the same as previous years.

Our Iron Clad Trimming has the same advantages as the Broad Hoop, and differs from it only by having a narrower and thicker Hoop, **which does not require an Inside Hoop**, and can, therefore, be sold cheaper than the Broad Hoop Trimming.

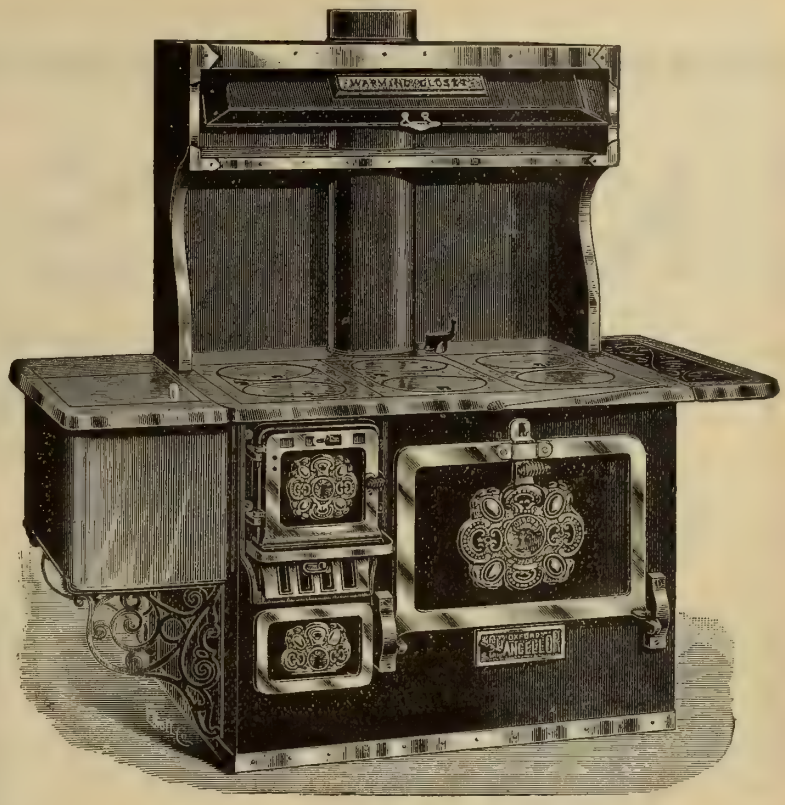
Tinned Iron stock for all sizes always kept on hand.

KEMP MANUFACTURING CO.
Toronto, Canada

KEEP THEM IN STOCK.

Our

Oxford... Chancellor?



Is so handsome and reliable that it sells itself. It is an ideal Wood Range, of heavy steel plate, cheaper and better than any iron range, and most deservedly popular throughout the country.

Some special features are: Its very large, quick-working oven, 24 x 22 x 15, with balanced drop door; its strong, large fire box, burns the coarsest wood; its handsome finish and moderate price.

After your customers see the Chancellor nothing else will satisfy them, and our guarantee with each range makes disappointment impossible.

Send for our Price List at once and be ready for Spring needs.

THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

GALVANIZED SHEETS

Falcon, Best American.

Gordon Crown, Best English.

Orders Solicited from Stock and for Import.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

KEMP'S Blue Flame Oil Stoves

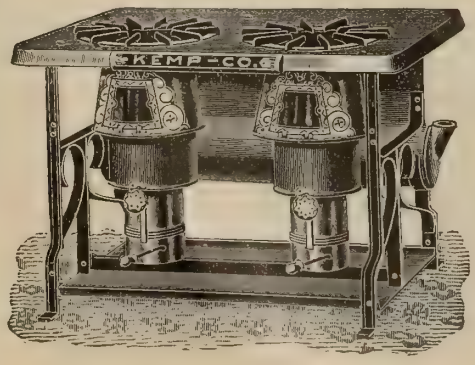
ESSENTIAL FEATURES:

Handsome in Appearance
Simple in Construction
Powerful in Heat
Easy to Operate
Economical in Fuel
Easy to Trim and Re-Wick

ONLY STOVE made with **SOLID DRAWN INSIDE AND OUTSIDE BURNER TUBES.**
NO SIDE SEAMS to leak. . . . . .
NO PERFORATIONS to be easily filled up with dirt.
BROAD TOPS.

The simplest, readiest understood, and most reliable Blue Flame Burner made.

Do not speculate in cheap or experimental lines, but buy only the best.



Kemp Manfg. Co.

TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MARCH 5, 1898 No. 10

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

NO INSOLVENCY LAW.

WHAT HARDWARE AND METAL said last week in regard to the proposed insolvency bill is borne out by the subsequent statements of a daily paper which ventures the information that the Government has decided not to introduce such a measure this session.

It is to be regretted indeed that the Government has come to such a conclusion.

If there is one law more than another this country needs it is an insolvency law. There is no question about that.

The boards of trade throughout the country are unanimously in its favor. So are nine-tenths of the business men who have expressed an opinion in regard thereto.

The conditions as they are to-day, without an insolvency law, are a restraint upon trade, for merchants in one part of Canada are in many instances limiting their operations, because to do business in certain of the provinces would be to run the risk of incurring losses, while we all know the views of business men in the United Kingdom as to the necessity of an insolvency law for the Dominion.

There are, therefore, two specific reasons for a Dominion insolvency law: (1) For the protection of our own business men, and (2) for the protection of the business men of the United Kingdom who desire to extend their trade with Canada.

There is no good reason why the Government should have decided to take the stand it has. But it is only another instance of the superior influence of the politician when it is tested beside that of the business man. And in this respect all Administrations appear to be alike.

Great Britain has a bankruptcy law, and the United States House of Representatives last week adopted one. Canada appears to be the chief laggard in this respect among the English-speaking nations.

It is said a private member will introduce a bill after it has received the approval of the various boards of trade in the country, but it is safe venturing to state that no insolvency bill will become law this session, even should it go as far as to be introduced.

There are five merchants and two manufacturers in the new Ontario Legislature. It is to be hoped they will be at times the saving remnant, as Matthew Arnold puts it.

TIN PLATE SCARCE.

IT is unusual for wholesalers in Montreal to run out of stock, and have to replenish at other points in Canada. As a general thing, it is the other way, houses elsewhere having to provide for wants at Montreal. This week, however, a buyer in the "Commercial Metropolis" found that it was impossible to procure the quantity of odd sizes of tin plate that he desired, and he was forced to gather up a carload in Ontario and freight it east to supply his customers.

This does not usually happen, for, as a rule, Montreal houses lay in enough supplies of material at the close of navigation to carry them over until it is resumed in the following spring. The high freights that prevail from the seaboard after the beginning of November almost make it imperative that they should do so.

They appear to have departed from the custom this year in the case of tin plate, for stocks of this staple line of goods are not only admitted to be small, but, as the circumstance above shows, they are far from being well assorted.

In this connection it is interesting to note that the demand for tin plate, galvanized iron, sheet iron, etc., for import, is much more active this spring than at the corresponding period last year.

All the leading commission houses report numerous large contracts for all kinds of material of the above description, one of them putting through this week one for 10,000 boxes of Lydbrook tin plate with an Ontario buyer.

Another interesting point about the import demand this spring, but particularly for

galvanized iron, is the steady volume of orders from all parts of Ontario, where last spring American material held undisputed control of the trade. Largely increased orders from Winnipeg and the Northwest for galvanized iron and tin plate is another notable point in the situation.

Altogether, everything indicates that merchants are preparing for an unusually active trade this season.

WHY CANADIAN BINDER TWINE CANNOT ENTER THE U.S.

IT has several times been stated, in connection with the binder twine question, that the duty on binder twine going into the United States from Canada was 45 p.c.

As, under the United States tariff, binder twine is generally supposed to be free, some doubt has been expressed as to the correctness of this statement. And a reference to the Dingley tariff would, perhaps, rather strengthen than dissipate the doubt upon this particular point. Paragraph 491, free list, of the U.S. tariff reads as follows :

491. Binding twine : All binding twine manufactured from New Zealand hemp, istle, or Tampico fibre, sisal grass, or sunn, or a mixture of any two or more of them, of single ply and measuring not exceeding six hundred feet to the pound : Provided: That articles mentioned in this paragraph if imported from a country which lays an import duty on like articles imported from the United States, shall be subject to a duty of one-half of one cent. per pound.

Now, Canada does not place an import duty on binder twine, so the hitch is not there.

A close perusal of the above paragraph will, however, fail to reveal the word "manilla," and then, we do not make binder twine of sisal. Binder twine in this country is made either of pure manilla or a mixture of sisal and manilla, and in either case would exceed the specified six hundred feet per pound. And the paragraph in the Dingley tariff, which covers the case of the Canadian-made binder twine, reads as follows :

347. All manufactures of flax, hemp, ramie or other vegetable fibre, or of which these substances, or either of them, is the component material of chief value, not specially provided for in this Act, forty-five per centum ad valorem.

It will thus be seen that Canadian binder twine is prevented from entering the United States free by means of tariff manipulation.

With the Canadian tariff on binder twine free, and that of the United States, to all intents and purposes, free, it is no wonder the manufacturers in Canada are irritated.

Under the Wilson tariff binder twine entering the United States was free.

TEMPTING RATES OF INTEREST.

IT is surprising how indiscreet the promise of one-half to one per cent. more than the ruling rate of interest will make people, business men as well as others, who have a little surplus cash to deposit.

People seem to forget that, as a rule, with the maximum of interest there is the minimum of security.

It is natural a man should desire that his surplus cash should earn all it is possible for it to earn, just as he desires to secure all he can for his services, but there is no reason why he should allow the promise of excessive interest by loan companies and private banks to dull his business instincts.

With money as plentiful as it is to-day the promise of interest in excess of the ruling rate should in itself put people on their guard, instead of alluring them, as is frequently the case, to destruction.

In the recent failure in Toronto of two financial concerns, we have another object lesson of the foolishness of placing money with institutions of the character described. It is to be hoped it is a lesson which will be better heeded than previous ones have been.

The ruling rate of interest on deposits is certainly low compared with what it was a few years ago, but it is better to take it than, in essaying to get that which obtained in the past, to lose all—principal and interest both.

But while greater precaution on the part of depositors is demanded, so also is more rigorous Government inspection.

Not only should loan companies and all similar institutions be made to comply with the law in regard to reports to the proper authorities, but the proper authorities should see that such reports are not garbled.

When a Government gives a corporation power to do the business of a loan company it is remiss in its duty to the public when it does not compel the strict observance of the conditions under which the charter to do such business was obtained.

INSOLVENCY LEGISLATION IN NEW BRUNSWICK.

The New Brunswick Legislature is getting into line for improved insolvency laws.

This information comes to HARDWARE AND METAL through its St. John, N.B., correspondent, who has investigated the matter.

He says : "The legislature is expected to amend the provincial insolvency law this session by adding provisions similar to those in the Ontario Act, for the relief, under proper restrictions, of honest debtors, and for the more equitable distribution of estates of insolvents."

THE BUSINESS SLUGGARD.

A GOOD many young men spoil their chances for success in life by the frequency with which they come late to business.

Arriving at business in good time does not create ability where the same is lacking; but late arrival at business discounts whatever ability the slothful one may have.

The bird that is late getting into the meadow secures but few worms, and the young man who is in the habit of getting to business late misses many opportunities for success.

The habit of arriving at the post of duty late betokens slothfulness. And no employer will be in a hurry to advance persons of this type.

Then the young man who is slow to put in an appearance at the post of duty is usually the quickest to get away from it at the close of the day. In other words, he is quite willing to cut off something at both ends of the working day.

The men who have been the most successful in life are those who have been early at the post of duty in the morning and have not been in an inordinate hurry to leave it at night, especially when pressing matters required attention.

He who would be successful must not only exercise well his ability, but he must use well the time which his own or his employer's business demands of him.

HIGH FREIGHT RATES.

It is a cause of complaint every spring with shippers in Montreal that trade is seriously hampered by the high freight rates prevailing, especially to western points.

Hundreds of orders are held back for summer rates, which are not usually given out until April 1.

If these rates were permitted to come into operation on March 1 the season for all lines of heavy material in iron and paints would be proportionately lengthened, to the great benefit of the railways as well as the merchants concerned.

CANADA HAS THE BEST ROUTE.

THE circumstances which led up to the cutting of its rates to the Coast by the Canadian Pacific railway are really an evidence that this route to the Klondyke is preferable to that which United States railways afford. This does not appear to have been recognized by many outside the railway companies.

For some years there has been an agreement between the C.P.R. and the railways in the United States, whereby the former enjoyed a differential rate on through passenger traffic to the Pacific coast.

This agreement worked harmoniously until the heavy traffic for the Klondyke began to set in. Then the United States railways began to demur.

They had no hesitation in saying (now, mark the words) that the C.P.R. had the most direct route, and, furthermore, that in consequence of this it should accept a rate dentical with that on the United States railways. The C.P.R. refused to concur, hence the cutting of rates, and the subsequent efforts of the competing roads to induce the Canadian road to be a party to another agreement.

We are expressing no opinion as to the wisdom of the position taken by the C.P.R. Our only object is to refer to the testimony of railway men in the States as to the superiority of the Canadian transcontinental route to the Coast.

CANADA'S MINERAL PRODUCTION.

The Geological Survey of Canada has just issued a summary of the mineral production of 1897.

The production is given as follows: Coal, $7,386,000; gold, $6,190,000; silver, $3,322,000; nickel, $1,400,000; lead, $1,396,000; copper, $1,501,000. Including non-metallic and structural material, the mineral production of Canada in 1897 was $28,789,173, as compared with $22,609,000 in 1896, and $20,715,000 in 1895.

DIFFICULTIES IN THE WIRE TRUST.

There is a hitch in the negotiations over the $87,000,000 wire trust which is being organized in the United States, and meetings have been held in New York this week to try and straighten matters out.

The difficulty, it appears, is over the capitalization of the concern, for large as the concern is, it is contended that $87,000,000 is too large a capital. It was the original intention that the capital should be $30,000,000, or $57,000,000 less than the charter recently obtained from the Illinois Legislature stipulates.

The exact nature of the difficulty or what is being done te rectify it is, of course, withheld from the public, interested as the latter is to know.

He who keeps hammering away will hit the nail on the head some day.

THE BINDER TWINE SITUATION.

AS far as HARDWARE AND METAL can learn, the manufacturers of binder twine in Canada have not yet issued quotations to the trade.

The outlook for the home made article is anything but bright. Owing to the placing of binder twine upon the free list the manufacturers anticipated the conditions by reducing their output, knowing they could not compete with the United States article. It is said their output this year will be something like 90 per cent. less than last year. The trade is being supplied nearly altogether from the United States.

The outlook as to price is one of firmness. Sisal hemp up to the middle of February was nearly 1½c. per lb. dearer than in June last, when it was at its lowest point. Manilla hemp is about 1c. dearer.

It is the opinion that sisal is out of proportion to that of manilla, and that consequently an equalization in the two prices is looked for. How it is to be accomplished time only will tell. While the statistical position of manilla is strong, the fact that a large quantity of the fibre is held by speculators is accounted to be an element of weakness.

In commenting recently upon the situation, The Cordage Journal said: "Under the circumstances, hemp buyers can well afford to buy material as they require it. On the other hand, the fibre has ruled so firm and high for the last six or eight months that rope and binder twine prices are fairly well established, and merchants can safely buy moderate stocks. At present prices the rope and twine buyer, even if prices go off later, can hardly lose as much as the manufacturer. And now that the manufacturers are working more harmoniously than for years, there should be little temptation for any to deliberately make prices which will cause any greater loss to them on the goods they make than the loss that they are now suffering."

The manufacturers of binder twine in the United States have recently withdrawn their quotations from the Canadian market, but jobbers here are in the meantime drawing upon purchases previously made, and are quoting pure manilla at 6⅝c. per pound f.o.b. New York, or 7c. from stock.

TRADE CHAT.

THE village of Harrow, Ont., will, in a short time, be lighted by electricity. The merchants and shopkeepers have already contracted for 200 lights, and if the township can be induced to help several lights will be placed on the streets. Mr. McLean, an electrician of Toronto, has charge of the work, and Mr. Goodchild, of Colchester South, will operate the plant after it is in perfect working order.

The Toronto General Trusts Co. have been appointed permanent liquidator in the Toronto Junction Foundry Co. winding up.

The blast furnace at Eureka, Pictou Co., N.S., has been closed down for repairs.

Guelph has a new industry in the shape of a foundry that will manufacture coal and wood stoves.

T. A. McLean, of the Esdale foundry and machinery depot, Charlottetown, P.E.I., has opened an office in the Masonic Temple, in that city.

The Kingston locomotive works have closed a contract with the Minister of Railways, at Ottawa, to build several locomotives for the Intercolonial railway.

Bricks made of plaster of Paris and cork are now used in the construction of powder mills. In case of explosion they offer slight resistance, and are broken into atoms.

The Petrolia Advertiser states that a report is again current in the east that the Standard Oil Co. are taking steps to largely increase their capital stock, from $100,000,000 to $400,000,000.

George Butler & Co., Limited, manufacturers of cutlery and electro plate, Sheffield, Eng. are enlarging their present London show room, 62 Holborn Viaduct, E.C., London, Eng., having taken on the lease of an adjoining floor.

The amount of capital invested in the manufacture of bicycle tires in the United States is estimated by an exchange at $8,000,000, the number of persons employed at 3,000, and the number of tires produced annually at 4,000,000.

ELECTRICITY VS. GAS FOR COOKING AND HEATING.

BEFORE the members of the Northern Society of Electrical Engineers, at a meeting held in Manchester, England, W. P. Adams read a paper entitled "A Survey of the Possibilities of Electric Heating and Cooking." He said the advantages claimed for electrical heating and cooking appliances were that they were more economical in point of heat utilized than any other appliances, that they were quite without equal in point of cleanliness and general convenience, that by their use absolutely uniform results could be obtained, and that they were free from such dangers as attend the use of gas cookers, explosions being impossible, and the risk of fire nil. As to electric heating, he expressed the opinion that the day was not far removed when more current would be used for that purpose than for lighting. If electricity were supplied for heating purposes, at little more than the bare cost, the suppliers would very soon find that the improved conditions, under which they ran their plant, would repay them handsomely. Several of the supply companies had adopted the policy of charging for power and heating purposes a price which was actually less than the total works cost, and he regarded this as an enlightened policy, in view of the fact that, assuming the plant used for lighting was employed also for heating purposes, the charge for rent, management, etc., would remain practically the same. The chief difficulties in the way of electric cooking were the rather high first cost of the apparatus and the cost of the current. A common figure for the current used for this purpose at the present time was 3d. per unit. The ideal to be aimed at was 1d. per unit. Although it was only possible at present for one or two companies to charge such a figure and cover the bare cost of production, he thought that with a rapidly growing load to supply stations it would soon become general. On the question of the comparative cost of cooking by electricity and gas he said he had obtained figures from a kitchen in which both gas and electricity could be used at will. The household was a small one, consisting of about five persons, and the consumption of electricity was, approximately, 30 units per week when cooking was done solely by this agency. When gas was employed exclusively 1,240 cubic feet were used during a week. The cost of the electricity, at 2d. per unit, was 5s. per week, while the cost of the equivalent amount of gas, at 3s. per 1,000 cubic feet, was 3s. 9d. Other results which had reached him indicated that the consumption of current might be reduced below the figure given when the appliances were used intelligently and with care. For a small installation, such as that referred to, it might be assumed that a unit per head per diem would suffice for all cooking purposes. This figure would naturally be reduced in larger establishments. The best results would be obtained where there was a slow combustion stove fitted up for the supply of hot water, as the heating of water by electricity was a most uneconomical proceeding, at any rate, at present prices. For reasons such as he had indicated, he thought the supply of cooking and heating appliances should be vigorously pushed.

Commenting on Mr. Adams' paper, a correspondent of The London Gas World writes: "As a member of a firm who are manufacturers of electrical heating appliances, and naturally interested in their success, I feel sure that such statements as those of Mr. Adams can only injure and discredit an industry which fills a certain limited place. In the infancy of the gas heating appliance trade the same method of exaggeration was carried on, but not to a tithe of the extent. Such as it was, it discredited the whole industry and created an army of unbelievers who acted as a drag on it for many years. It is to be hoped that history will not repeat itself as regards electrical heating.

"I believe that 1 electrical unit is equal to 1,000 watt hours or 3,440 British thermal units, which latter is eqnal to the heating power of 5 cubic feet of coal gas. One thousand six hundred and twenty thermal units will, in theory, raise 1 gallon of water from 50 to 212 degrees F.; in practice, with gas, in small kettles, double this is required. Taking gas at 2s. 10d. per 1,000 cubic feet, the cost of this is 1d, for 6 gallons. If all the electrical energy is used and no waste occurs (a practical impossibility), at the the usual 5d. per board of trade unit it will cost 1s. 3d. to boil 6 gallons of water. It would appear that Mr. Adams ignores the water heating in the electrical arrangement, as the total current expended would not heat half the water required, to say nothing of any cooking. Allowing for one-half the gas wasted, 300 cubic feet would do the same work as the 5s. worth of electricity (at 2d. per unit) if none of the latter is wasted, which is impossible; and in addition to the 150 cubic feet of gas allowed for waste, another 940 cubic feet must have been thrown away, if Mr. Adams' figures are correct. It would be interesting to know the retail cost of a complete electrical cooking apparatus which would do the work of the gas cooking ranges hired out by the gas companies at a few shillings per annum, say one capable of cooking a complete dinner for ten persons; also the average cost per annum for repairs and renewals, and who is to pay for these."

ROUND BOYS IN SQUARE HOLES.

THE physician Handel wished his son to become a lawyer, and so tried to discourage his fondness for music. But the boy got an old spinet and practised on it secretly in a hayloft. When the doctor visited a brother in the service of the Duke of Weisenfelds, he took his son with him. The boy wandered unobserved to the organ in a chapel, and soon had a private concert under full blast. The duke happened to hear the performance, and wondered who could possibly combine so much melody with so much evident unfamiliarity with the instrument. The boy was brought before him, and the duke, instead of blaming him for disturbing the organ, praised his performance, and persuaded Dr. Handel to let his son follow his bent.

Nature never lets a man rest until he has found his place. She haunts him and drives him until all his faculties give their consent, and he falls into his proper niche.

Wilson, the ornithologist, failed in five different professions before he found his place.

What a ridiculous exhibition a great truck-horse would make on the race-track; yet this is no more incongruous than the popular idea that law, medicine and theology are the only desirable professions. How ridiculous, too, for 52 per cent. of our American college graduates to study law! How many men become poor clergymen by trying to imitate their fathers, who were good ones; or poor doctors and lawyers for the same reason. The country is full of men who are out of place, "disappointed, soured, ruined, out of office, out of money, out of credit, out of courage, out at elbows, out in the cold." The fact is, nearly every college graduate who succeeds in the true sense of the word, prepares himself in school, but makes himself after he is graduated. The best thing his teachers have taught him is how to study. The moment he is beyond the college walls he ceases to use books and helps which do not feed him, and seizes upon those that do.

We must not jump to the conclusion that, because a man has not succeeded in what he has really tried to do with all his might, he cannot succeed at anything. Look at a fish floundering on the sand as though he would tear himself to pieces. But look again: a huge wave breaks higher up the beach and covers the unfortunate creature. The moment his fins feel the water he is himself again, and darts like a flash through the waves. His fins mean something now, while before they beat the air and earth in vain, a hindrance instead of a help.—Pushing to the Front.

RAILWAY PROGRESS IN JAPAN.

LAST year the progress of railway enterprise in Japan was said to be phenomenal. Since the pioneer railway was constructed between Tokio and Yokohama, a distance of 18 miles, in 1872, the system has been extended at an average rate of 100 miles a year, so that at the end of March, 1897, which concluded the 29th Japanese fiscal year ; the total mileage had reached 2,446. At one leap, however, during the year just expired, no less than 530 miles, approximately, were added to the total, thus bringing it up to 3,000 miles in round numbers. Of the lines newly opened for traffic during last year the Tokuwama section of the Sango railway, the Iwaki section of the Nippon railway and the Choshi section of the Sobu railway were the most important, for their mileage alone aggregated 120 miles and some fractions. Of the works of construction actively pushed on since last year may be mentioned, among the Government lines, the Central line, the construction of which was begun from three different terminals at Nagoya, Hachioji and Shinonoi and other sections. Private railway enterprises were also pushed to the greatest extent.

According to the latest information from Tokio, 81 new lines have been opened in the year just ended, and the progress of new work is actively going on. This will demonstrate the demand that must necessarily arise for railway supplies and equipment in Japan ; and, as one merchant said recently, in comparison to the number of manufacturers engaged in this business, only a few are deriving the benefit of the large trade, and while American exports of such material have been large, they could be materially increased. What is being sent from America does not yet compare favorably with the exports from Europe, except, perhaps, in locomotives. Railway enterprise in Kyushu is said to be active, as in the vicinity of Tokio and the Kei Hau districts the total mileage, it is expected, will soon reach 2,000. In the current year there will be some demand from this district for all sorts of equipment. For more than eight months not a vessel has left New York for Japanese shores that her cargo has not consisted principally of railway track materials or equipments. With the outlook of railway construction, it is safe to estimate that the future demand will be equally as large.

The Best Advertisement.

Our very best advertisement is the immense success we have accomplished in such a short time in Canada.

No brand of paint ever gained such a wide spread and popular reputation in such a short time as

THE SHERWIN-WILLIAMS PAINT

has done.

It is the best known paint in Canada to-day. It is the best liked paint in Canada to-day.

Only two years ago last November we began making **S.-W. P.** here. The first year's business was satisfactory and gave us all we could do to keep up with our orders. The second year we sold 90% more than the first. We have just finished four months of our third year, and so far have **doubled** last year's sales for the same period, and the gain goes on.

Why is it? Simply because **S.-W.P.** is the best value in paint to be had, and we make known the fact.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

CEMENT NOT NECESSARY.

It will be possible hereafter to repair bicycle tires without cement, remarks an exchange. Small rubber bands are forced one at a time through the puncture into the tire, being held in by the lower end of a tool shaped like a hook, until a sufficient number of bands have been pushed inside. They are then drawn outward until about half of their length is outside. They are then stretched of course and when the tension is released they swell the puncture full and by expanding sideways and contracting in the other direction are claimed to effect a positively tight repair. The ends of the bands, being expanded, form a head inside and outside, and the outside ends may be trimmed off nearly to the surface of the tire.

PATENT REPORT.

Below will be found the report of patents granted last week to American inventors of articles appertaining to hardware. This report is specially prepared for this paper by Marion & Marion, solicitors of patents and experts, head office, Temple building, Montreal: 599,652, H. L. Ferris, et al, bicycle crank shaft ; 599,450, J. Kennyon, et al, bicycle frame construction ; 599,406, D. W. Stevenson, bicycle guard ; 599,564, C. J. Kinter, bicycle handle ; 599,359, F. C. Rockwell, bicycle handle bar ; 599,645, L. H. Snyder, bicycle holder ; 599,385, W. E. Caylor, nut lock ; 599,554, G. H. Dye, nut lock ; 599,449, C. C. Huntingdon, sheet iron stove ; 599,377, F. A. Wilkinson, heating stove or furnace ; 599,379, C. E. Billings, wrench.

LONDONDERRY IRON WORKS.

The rolling mills of the Londonderry Iron Company are likely to change hands at an early date. The local management is in negotiation with upper province people who are now investigating the property with a view to acquiring it ; the prospective purchasers are experienced and practical mill men.

They will run the mill to its fullest capacity, and furnish bar iron made from puddled bar, in the manufacture of which the famous local brown ore iron will be used. They will also manufacture the cheaper grades of bar iron to supply the general trade. They also intend to again roll, as a specialty, the same class of iron which, in the early days of the Canada Steel Company, had a world-wide reputation. The mill and the puddle department have been run in a desultory manner during the last two years for the purpose of using up the large amount of iron not suitable for foundry purposes made during the past five years of the running of the blast furnace ; this has now all been used up into good merchantable bar iron.—Herald, Halifax.

METAL FILINGS MADE SOLID.

SOME important experiments are at present being conducted in the Workman Engineering building at McGill University, Montreal, by Profs. Anderson and Nicholson, of the Faculty of Applied Science. They consist of taking filings or turnings of brass, iron, copper, tin and other metals, and by means of pressure securing therefrom solid bars of metal, differing very little in appearance and strength from those to be seen, as a rule, in hardware stores and machine shops.

The machine used in these experiments, as explained by The Star, is the same as that employed in compressing marble, a description of which appeared in The Star a few weeks ago. The pressure brought to bear upon the filings or shavings is about 78,000 lbs. to the square inch, and this has the effect of welding them into a solid whole or bar of metal. The process followed in attaining such astonishing results is as follows :

The filings are encased in an iron jacket, resembling somewhat in appearance and purpose that in which marble is compressed. There is, however, a very marked difference in the construction of the two jackets. While the latter consists of a hollow cylinder, manufactured of Siberian iron in much the same manner as ordnance and heavy guns are constructed, the former is made of steel and is conical in shape.

It is also divided into halves, in order that its contents, after compression has taken place, may be removed without difficulty. In addition to this inner tube there is also an outer jacket or cylinder of steel, the bore of which is conical in its character, in order to correspond with the inner tube, which is made to fit therein. This cylinder is about three and one-half inches in diameter and about three-quarters of an inch thick at its largest end. When an experiment has been decided upon, the halves composing the inner tube are fitted together and enclosed in the outer cylinder. A steel plug is then inserted in one end of the inner tube. The filings or shavings, as the case may be, are then rammed into the opening in the other end in much the same manner as shot and powder are rammed into a muzzle-loading shot gun. This finished, a plug, similar in appearance and size to the one already used, is inserted in the open end. The tube, with its contents, and with the outer cylinder surrounding it, is then placed in the compressor, and pressure is applied to either end.

The immense weight—equal to 78,000 pounds per square inch—drives the steel plugs inwards and causes the filings to resolve themselves into a solid mass. The pressure is continued for upwards of ten minutes, at the end of which time the tube is removed from the cylinder and opened. The result of the experiment generally surprises the onlooker, for before him lies a solid cylindrical bar of brass, lead, tin, iron or copper, as the case may be. These bars differ very little in appearance from those which have been found either by welding or casting, and appear to be equally as strong as the latter.

Some idea of the success of the experiment may be gathered from the fact that it has been found quite easy to solidify the filings of Pittsburg brass, probably the hardest brass manufactured at the present day. This metal yields quite readily to the pressure, and already some astonishing results have been achieved in this particular line.

By means of the powerful compressor at McGill, Prof. Nicholson has also been able to solidify various chemicals which have hitherto resisted all efforts to mass them together in a heterogeneous and compact whole.

DAWSON'S FIRST ANNIVERSARY.

"The River Trip to the Klondike" is described in The March Century by John Sidney Webb. The author says :

The way back to Dawson over the trail was not so easy, but I got there soon after the town had celebrated the first anniversary of its discovery, on August 17, 1896. The saloons were crowded. Such signs as, "This game never closes," "$25 and $50 limit," "Straights barred," "Flush beats three of a kind," indicated the drift of the miners' amusements. It is worth noting that in all of the stories about great fortunes made in this country, no one speaks of the man who "took out" $90,000, and the only gold mine he had was a saloon and dance house.

SUBSTITUTE FOR WINDOW GLASS.

One of the hardships which the Yukon miner has to endure at present is caused by the absence of window glass. It has been extremely hard to take into the country by other than the Yukon river route, and is, consequently, like everything else, too great a luxury for the everyday mortal there. The introduction of glass into the Yukon is going to be quite an expensive undertaking, as the danger of breakage in handling is very great. A product which is used in some places instead of glass is composed of a steel wire fabric coated with linseed. It gives, according to an exchange, a clear light and is both light to carry and unbreakable. There seems a probability that a good deal of this class of goods will find sale in the interior, as it is already for sale on the Coast.

A SUCCESSFUL CASH MAN.

HARDWARE AND METAL received a pleasant visit from Mr. J. A. Stewart. one of Exeter's progressive general merchants. Mr. Stewart is an enthusiastic cash man.

"We adopted the cash system two years ago," said Mr. Stewart, in reply to a question, "and we are delighted with the results."

"Did you experience any difficulty at first? Was there any falling off in trade?"

"We experienced no difficulty and had no loss of trade. I'll tell you what we did : For three months before we adopted the cash system we advertised the matter freely. I might add, by the way, that we are extensive advertisers. As a result, when we discarded the credit for the cash system everybody knew it. We, nevertheless, expected that for a while we would lose business ; but we didn't. At the end of the first year we found that our business had actually increased, while during the second year it increased 50 per cent."

"Don't you do any credit business?"

"Not a dollar's worth," was Mr. Stewart's emphatic rejoinder. "In order to succeed in doing a cash business a man must have backbone. If he starts to give this and that customer credit, the first thing he knows he will be back to the old credit system. There is one good thing about the cash system : Not only does it save money and worry, but it is a good advertisement for you if you go about it in the right way."

Mr. Stewart began business in Exeter nine years ago, and during that time he has had to enlarge his store three times, until it is to-day 135 feet deep.

CORUNDUM IN RENFREW.

The collection of samples of minerals in The Renfrew (Ont.) Mercury's curiosity shop the other day received some additions, contributed by a gentleman of that vicinity on his return from a recent visit to the township of Carlow, North Hastings. These specimens consist of corundum—a big lump from the Government reservation of the deposit, in the township of Carlow, and some smaller ones from Robillard's mine in Radcliffe township, in Renfrew county. Hitherto it has been supposed that the corundum deposit was confined to North Hastings, but it seems that the same formation extends eastward into Renfrew county. Among the curiosities are some Indian arrowheads from Nakark lake, on the Madawaska, below Combermere. One very pretty looking specimen—a small one—is, our informant understood, called sapphire blue, and indicates the probability of valuable gem stones being found near it. It comes from Radcliffe.

H. S. HOWLAND, SONS & CO.

Hardware Merchants

37 Front St. West, TORONTO.

SUPPLIES FOR

Blacksmiths
Machinists
Carpenters
Builders
Plumbers
Painters
Carriage Builders
Implement Makers
Miners
Prospectors
Boat Builders
Lumbermen, Etc.

LETTER ORDERS FILLED PROMPTLY.

H. S. HOWLAND, SONS & CO., TORONTO

Graham Wire and Cut Nails are the Best.

1898 Pelham Bicycles

$40.00 LIST

We have just arranged with Morley Bros. Co., of Saginaw, to handle this Wheel for Canada. AGENTS can make good money on this line.

Price is low, Quality high.

LUMBERING... MINING... RAILROADING... SUPPLIES

Axes, Saws, Files
Peaveys, Pike Poles
Rope and Chain

Picks, Mattocks, Crowbars
Blasting Powder and Fuse
Rock Drill Steel

BERTRAM, WILSON & CO.

IRON AND HARDWARE MERCHANTS.

53 Yonge St., TORONTO

MACHINERY AND MECHANICAL DEPARTMENT.

COST OF OIL FUEL FOR STEAM BOILERS.

THE trouble occasioned by the recent strike of coal miners has caused many steam users in the United States to investigate the question of the relative cost of oil and coal as a boiler fuel.

Some interesting figures by Mr. C. F. Foster, who was mechanical engineer of the World's Columbian Exposition, are printed in The Engineering Record. Mr. Foster's figures were obtained from some results of a series of trials made at the World's Fair, both oil and coal being used to run the same engines, so that the relative cost of both oil and coal could be obtained for the same amount of work done by the same engines.

It was found that from engines that consumed 4 lbs. of coal per horse-power the consumption of oil was .3007 gallons per horse-power hour. It was also found that the cost of handling coal per horse-power hour was .131c., while that of handling oil was but .06c. per horse-power hour.

Assuming the average price of coal to be $3.50 per ton, then the cost of generating one horse-power for an hour by these engines, including handling, would be .754c. (about ¾c.), while the following table gives the cost of generating the same by oil, giving the cost at the different prices of oil, ranging between 1½ and 3½c. per gallon :

Cost of oil per gallon.	Cost of generating a horse-power for an hour, including handling of oil.
1½ cents	.511 cents.
1¾ "	.586 "
2 "	.661 "
2¼ "	.736 "
2½ "	.812 "
2¾ "	.886 "
3 "	.962 "
3¼ "	1.037 "
3½ "	1.112 "

So we see, from the above list, that unless oil can be purchased for 2¼c. a gallon, it would be cheaper to use the coal, that is, supposing coal to cost $3.50 per ton. Of course, if coal cost more than that, you might be able to use oil at a higher price than 2¼c. per gallon, and still make it pay better than coal. At any rate, as far as the handling of the two are concerned, the oil is much more convenient, not requiring so much ground space nor any of the laborious work of stoking, as in the case of coal. Mr. Foster found the cost of handling oil to be less than one-half the cost of handling coal. Were his figures applied to a smaller plant of, say 500 horse-power, in boilers which would be capable of supplying a 1,000 horse-power compound engine, and the plant run for 300 ten-hour days, the cost of handling oil would be $900, against $1,965 for coal.

LAURIE WORKS ENLARGED.

The Laurie Engine Co., Montreal, have recently added to the five buildings composing their works another brick building, which has installed in it one of the company's 100 horse-power compound Corliss engines, which is to be used for operating the machinery of the works, instead of having, as before, an engine and boiler installed in each building. The power is transmitted rom the engine house to each building by means of rope drives, which have proved to be a great success. It is calculated that it will effect a large saving in fuel expenses.

BICYCLE MAKING IN AUSTRIA.

Austria has twenty large and a number of small bicycle factories, whose product last year was 42,000 machines, against 30,000 in 1895. The imports have decreased from 3,646 in 1894 to 2,088 last year, and the exports increased from 392 wheels in 1892 to 4,907 last year. The duty of 25 florins is prohibitory upon any but the very highest class machines, but large quantities of parts are introduced, from which are made bicycles of better quality than the Austrian product.

NOVA SCOTIAN IRON FOR EUROPE.

IN view of the success Alabama pig iron producers have met with in Europe, makers in Nova Scotia are now said to be looking into the possibilities of the export trade, and by a recent mail we learn that the Nova Scotia Ironworks, at Ferrona, in Pictou county, are considering the question of removing their works to Louisburg, Cape Breton. The original object in locating the works at Ferrona was to be alongside the immense deposit of ore supposed than to exist there, and also to be near coal and limestone. But the depostits of ore were not extensive, and now nearly all the ore used is obtained from the company's ore beds in Newfoundland. It is further said that Pictou county coal is not so well suited for smelting as is Cape Breton coal. In fact, the company made practical tests of the latter, with the result that they ordered something like 10,000 tons. This had to be taken from Louisburg to Pictou Landing by water, and then to Ferrona by rail. By locating at Louisburg, the company would be alongside the kind of coal they require, and would be saved the haul by rail of their ore from Newfoundland. They would also have an advantage over Alabama competitors in the matter of freight as regards the export trade which, it is said, it is the intention of the company to develop. It is stated that the venture depends largely upon the result of the test now being made at Ferrona of 10,000 tons of Cape Breton coal. If this coal does not run too high in sulphur the project may be looked upon as assured, and it is not anticipated that the test will result unfavorably. It is then proposed, in the first instance, to erect a plant capable of producing 70,000 tons of pig iron. We have frequently referred to the possibilities of developing the iron ore resources of Newfoundland, but Nova Scotia iron for Europe will be a new departure, the development of which we shall watch with interest.—Iron and Steel Trades Journal.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

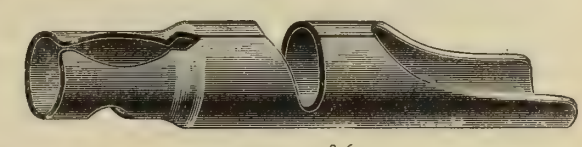
W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director.

Eureka Steel

Made in . . .
Berlin Bronze and
Heavy Tinned Steel.

Sap Spouts



PATENTED 1896.

CUT SHOWS FULL SIZE OF SPOUT.

Economical and Durable.
Holds the Bucket Safely and Securely.
Easily Inserted, does not injure the tree, and secures full flow of Sap.
Prevents all Leakage and Waste.
Neatly Packed in Cardboard Boxes, 100 each.

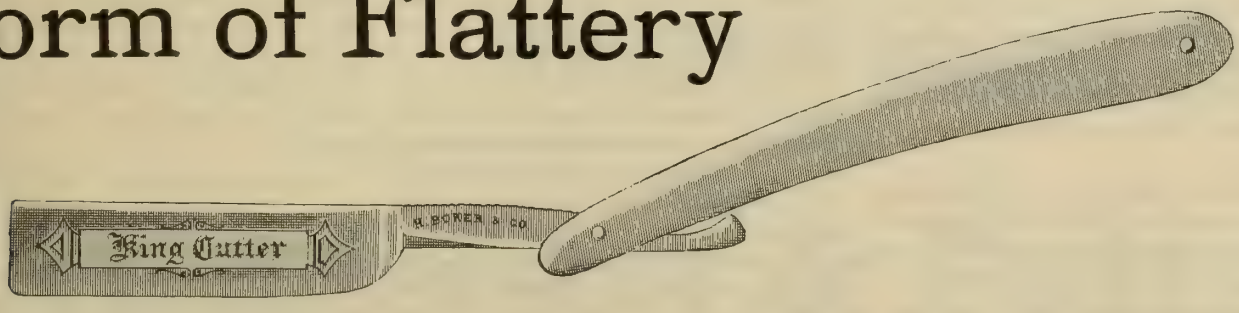
1898 Quality much heavier than formerly.

THE THOS. DAVIDSON MFG. CO.

....Limited

MONTREAL.

Imitation the Sincerest Form of Flattery



Information has reached us of the imitation of the well known brand "King Cutter," as applied to Razors and Cutlery generally, manufactured for Canada by the celebrated firm of **H. BOKER & CO.**, and trade mark for which has been duly registered at Ottawa, covering **style of etching as well as name "King Cutter."**

Any party who may be in possession of such imitations is requested to communicate with us at once, as failing their so doing after this warning, legal proceedings will be instituted against them.

DORKEN BROS. & CO.

MONTREAL, FEB. 23, 1898.

CHANGES IN FOUNDRY MIXTURES.*

IN the discussion before the Western Foundrymen's Association in February, 1897, on "What is the proper amount of air, and pressure of same to melt iron in the cupola, and what are the effects of too little or too much air?" the third division of the question was quite thoroughly discussed. The general opinion was that the changes in iron are probably due to mechanical changes. Mr. Dalton attributed hard iron in the first part of the heat to the condition of the cupola. Mr. Pettigrew claimed that the first iron is softer, providing the cupola is dry. If the conditions are constant, why should not the results be the same? Mr. Coffeen supported the theory of open cupola and excessive blast pressure by his statement that he found it necessary to use softeners in the first part of the heat. Mr. Ferguson advocated using all the blast pressure obtainable, but stated that iron is harder at the beginning of the heat. If the mixture is the same, should not the result be attributed to a mechanical condition existing in connection with the cupola?

The deductions obtained at that time by Mr. Carter served to show that the figures given were pretty close as to amount of air required, viz: Mr. Sorge, 2,500 lbs. of air per ton melted; Mr. Thompson, 3,000 lbs. of air per ton melted; Mr. Hanna, 3,000 lbs. of air per ton melted. Thus we see that the members who were prepared to discuss the amount of air required came very near agreeing.

The members who discussed the effect of blast practically agreed that there was a difference in the first iron melted, but did not go far enough and find the cause, which the writer thinks might be attributed to some mechanical change, as expressed in this paper.

Mechanical changes which occur in cupola practice often serve to confuse the foundryman who is otherwise very careful as to the charges which he gives to his melter.

Every now and then some one gives a theory to explain why the first iron is harder than the last, and another will give a reason why it is softer. Each demonstrates the matter to his own satisfaction in scientific terms, citing the destruction of silicon, combining of carbon, effects of sulphur, etc., but all this only serves to mystify the ordinary foundryman who has not had the advantage of a college education.

All conditions being equal, results should be the same, no matter at what period of the heat the charge is melted, the difference being due simply to some mechanical change due to handling. Some of these changes the writer will try to describe in the present paper, showing the absolute care which must be taken in handling to obtain uniform results.

1. A very common source of error occurs in the charging room in weighing up the charges. Sometimes a certain brand of iron is not broken as small as others and the charger is not careful as to balancing his scales, causing variations at different times during the heat.

2. The placing of iron in the cupola in such a manner as to cause uneven melting, allowing one brand to melt and mix ahead of others, frequently causes trouble.

3. Improper drying of the cupola is probably one of the most frequent causes of hard iron in the beginning of the heat, particularly so if the receiving ladle, handle ladle, etc., are not thoroughly dry, or even cold, causing changes in the condition of iron by chilling.

4. Probably the most important cause of change in the first iron melted is the excessive use of blast. The cupola at that time is probably in its very best condition. The fuel resembles an open net work, somewhat like a sponge unobstructed by slag, which does not begin to form until considerable iron has been melted. The tuyeres also remain unsealed, and if conditions are otherwise all right, the iron will be exposed to the oxidizing effect of the blast while trickling through the fuel, serving to harden it.

This is generally attributed to a chemical change caused by sulphur in the bed charge of fuel. But there is no good reason why the sulphur should predominate any more in the first charge than later in the heat; or, as is sometimes the case, on one day more than the next, when the same fuel is used. It is also attributed to the destruction of silicon, which is probably the true effect, but not the cause. It is simply a condition which should not exist, as the heat required is no greater at that time than later on. True, it is hard to draw the line by calling it a mechanical change when the carbon has been combined, no matter by what cause. Still it may be avoided mechanically, where control of the blast may be had, by reducing the pressure to the lowest point possible without delaying the melting process.

This trouble is met with in all foundries more or less, except where large amounts of iron are carried in the cupola. In such cases the effect of blast would not likely be apparent.

5. Another source of error, caused mechanically, occurs where the iron is drawn off faster than it is melting, not allowing it to mix properly, thus obtaining hard iron at one time and soft at another.

6. A change in condition occurs where the slag-hole is used and the cupola is held too full, allowing the slag to clear off the iron, thus exposing it to the oxidizing effect of the blast.

7. Still another change is caused where the lining of the cupola has been made too hot in drying out, which sets fire to the fuel charges above the melting zone at one side or the other, causing the stock to come down unevenly.

8. Very often the tuyeres are formed unevenly, with larger openings on one side than the other, causing the stock to melt faster on one side, thus giving an uneven result.

Another instance occurs where economy in the use of fuel is practised. The bed may be all right and heat started successfully, but by the excessive use of blast the bed of fuel is gradually decreased, until at last, when charging is all done and the doors closed, the iron melts too close to the tuyeres, which is almost invariably a cause of hard iron. Soft fuel, under the same conditions, would likely have the same result. In the above case an excess of thin fluid slag, about the consistency of soap-suds will be noticed, very foamy and light; and if the blast is excessive, the slag will be held up by its pressure around the sides of the cupola, also giving off a peculiar puffing sound very easily noticed. It cannot be drawn off until the blast pressure has been reduced, which must be done gradually and carefully, or the slag will flow into the tuyeres first. The hard iron in this case could be attributed to the destruction of the metalloids, nevertheless it is a mechanical change in the mixture which would not have happened if the melting had been done properly.

The above items only apply where the iron melted does not exceed eight tons per hour and the stack does not exceed 48 inches in diameter. Neither do they apply to any grade of mixture. The effects would probably be the same whether soft or hard irons were melted.

* A paper read before the Western Foundrymen's Association, at Chicago, February 16, 1898, by Eugene W. Smith.

THE PRICE OF RUBBER TIRES.

The rubber companies in Canada find that, owing to the persistent and enormous advances in the cost of crude rubber, they are compelled to increase their prices 10 per cent. This does not look as if the tires on a bicycle can be reduced unless at a sacrifice of quality. The American Tire Co.'s office, Toronto, have been advised by the B. F. Goodrich Co. that, owing to the fluctuations in the price of crude rubber, they are compelled to increase their prices from time to time without notice.

No Time Like the Present

To lay in your Spring stock of goods that will give . . . . . .

Satisfaction to your Customers.

You cannot do better than to purchase your requirements in . . . . . .

Ready Mixed House and Floor Paints
Varnishes, Japans, Coach Colors
Enamels, Marbleine Wall Tints
White Lead, Colored Paints

FROM

Henderson & Potts

Nova Scotia Paint and Varnish Works

HALIFAX and 747 Craig Street, MONTREAL.

SOLE AGENTS FOR THE DOMINION FOR

Brandram's Celebrated White Lead.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

BRITISH TIN PLATE MARKET.

ONLY a very quiet trade continues to be reported in tin plates, the bulk of the current business being restricted to oil trade sizes for shipment to the far east. This class of trade continues quiet with other parts of the world. Canada is in want of charcoal plates, and one or two large specifications have been in the market, for which very low prices were quoted. Shipments last week were in excess of the receipts, with a consequent reduction in stocks. These now show a diminution of 59,300 boxes as compared with a year ago; production is, however, being further increased, several additional mills having been started this week. According to returns just issued there are now 335 mills in operation in South Wales as compared with 326 at the beginning of the year.—Iron and Steel Trades Journal, Feb 19.

BRITISH IRON EXPORTS TO SWEDEN.

The exports of British iron and steel to Sweden during 1897 were as follows:

	1897. Tons.	1896. Tons.
Pig iron	72,017	50,972
Bars and angles	6,876	5,246
Railway material	30,318	37,297
Cast and wrought iron	18,912	14,296
Crude steel	20,230	15,104

BELGIAN IRON PRODUCTION.

At the close of 1897 there were 44 blast furnaces in Belgium, of which 31 were active and 13 out of blast. The production of pig iron for the full year ending Dec. 31 was, in metric tons:

	1896.	1897
Foundry iron	66,945	77,935
Forge iron	364,640	496,636
Steel pig	501,780	450,095
Total	933,365	1,024,666

The increase in 1897, as compared with 1896, was 91,301 tons, or 9.8 per cent.

BRITISH PIG IRON MARKETS.

Although prices in the Scotch pig iron market have undergone little alteration during the past week, a fair business has been done. Yesterday, owing to a supposed scarcity of certain qualities of iron, rather more enquiries were circulated, and prices slightly benefited. To-day the market has been firmer, warrants closing at 45s. 10d. buyers, an increase of 2½d. since our last report. Makers' iron, in some cases, is quoted from 3d. to 6d. per ton lower since our last report, but, on the whole, the leading brands are nominally unchanged. Makers are increasing their production, four additional furnaces having been put in operation during the past week. —Iron and Steel Trades Journal, Feb. 19.

NEW YORK MARKETS.

NEW YORK, March 2, 1898.

PIG TIN—Consumers are very fair buyers, and there is also quite good movement into jobbing sources of distribution. In connection with favorable London advices, this serves to keep the tone of the market firm. Speculative dealings are conspicuously absent, however, and interest in certificates is still limited to a very few operators. Prices were quite firm at 14.20 to 14.25c. in store or on dock, and 14.30c. free on board for lots of five tons or more. Shipments from the Straits during the last half of February were only 1,040 tons, making a total of about 2,945 tons for the entire month. In the corresponding period last year, 4,510 tons were shipped out. The arrivals at Atlantic ports in February were 1,685 tons, and it was estimated that fully 2,200 tons were delivered during the same period.

COPPER.—The market yields in no manner to the vagaries of the inspiration that is reflected in an apparently ambitious quarter. As a matter of fact the position justifies the firmness of prices that has been pointed to through no other public agency than this paper. There is no reliable authority for stating that over 11¾c. has been paid for Lake Superior ingot aside from 25,000 lbs. spot delivery recorded on the Metal Exchange. Sellers, however, circulate all manner of prices through milling agencies, and in some instances endeavor to make it appear that the market value is closely up to 12c. Electrolytic bars, cakes, etc., are variously quoted at 11¼ to 11½c., and casting stock is irregular at 11 to 11¼c., according to brand and quantity. The exports last month, as recorded on 'Change, amounted to 7,743 tons, making a total for the past two months of about 20,000 tons, against 14,630 tons during the corresponding period last year.

PIG LEAD—The market is unsettled and rather weak, under the influence of somewhat more aggressive selling pressure, particularly in speculative quarters, and continued indifference on the part of large consumers. Common western could have been purchased easily at 3.72½ to 3.75c., and owing to cheap "cut-rate freights" lots to arrive could have been purchased laid down here at 3.70c. A rate of 18c. from St. Louis to New York was said to have been made quite indiscriminately.

SPELTER—Fair sales only are being made here, and the demand generally is for unimportant quantities, for prompt or near future delivery. Prices are held quite steady, however, at 4.10 to 4.20c. for western, delivered here or at common point. London cables quoted £18 2s. 6d. for good merchant brands.

ANTIMONY—There is a very fair general movement, and prices remain steady at 7½ to 8c., according to brand and quantity.

TIN PLATE—The utter failure of American manufacturers to "combine" leaves the market in a very unsettled condition. Many of the concerns are well sold ahead and are accumulating no stock at the moment. There are, however, a number open for orders for early delivery, and there is virtually a general scramble for late delivery contracts. According to some authorities, present low prices afford a fair margin of profit to well equipped manufacturers. Some of the latter, it may be mentioned in this connection, are looking for orders for delivery any time during the last half of the year, and in some instances making concessions from our inside quotations.

IRON AND STEEL—There were rather more cheerful reports in some quarters as to business in pig iron, but the fact could not be disguised that the buying was very uneven, and that cheap sellers captured anything in the line of desirable orders.

Old material remains unchanged in price, but meets with moderate sale only.

In manufactured iron and steel little or nothing more than ordinary business is taking place, and there are slight changes only in prices.

DERIVATION OF THE WORD KLONDIKE.

"The River Trip to the Klondike" is the title of an article by John Sidney Webb in the March Century. Mr. Webb says: From Dawson the trail to the mines leads over a steep hill to the creek made so famous by its tributaries, for there is not a single mine on the principal stream, which in the miners' slang is called Klondike. And yet this stream does in reality bear a characteristic name given it by the Indians, which is utterly murdered by this pronunciation, now so common.

The Indians name the creeks throughout the country from some characteristic in connection with the stream itself, and as this one is so swift that in order to set their salmon traps or nets they were obliged to use a hammer to drive the stakes to anchor them, the creek was named by them Hammer Creek, or, in their language, phonetically, Troan Dik. The spelling Klondike means absolutely nothing, but has been accepted, so I learn, by the Board of Geographical Names of the United States.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale

Window Glass

A full consignment just arrived via steamers British Queen and British King. Orders filled promptly at closest prices.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

Standard Steel Toe Calks

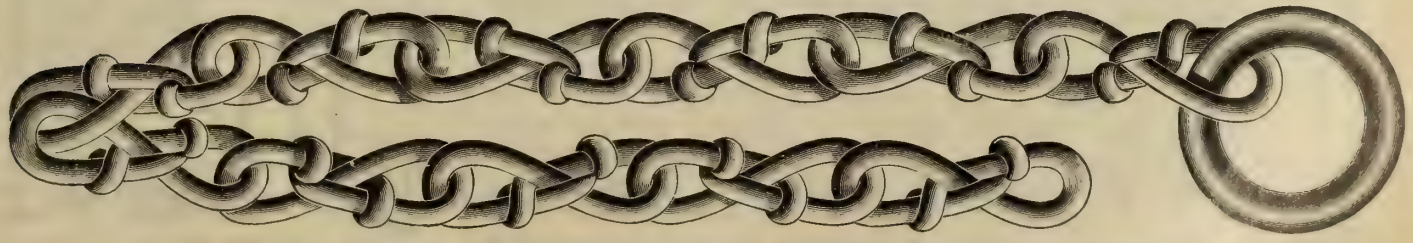
WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

ADVERTISING ONE'S COMPETITORS.

THE following suggestions from a correspondent of Iron Age bear upon the matter of the retailer's advertising and emphasize the fact that it is undesirable to call attention to the goods or methods of one's competitors :

"Don't advertise a competitor by talking about him in your advertisements. It will not pay—that is, it will not pay you, but it will help him.

"The temptation is often very strong to 'talk back' to a competitor in advertising, but the fact remains that it doesn't pay and, therefore, is not good policy.

"A druggist recently advertised a certain oil that he was selling. His advertisement writer believed that this druggist had the sole agency for that oil in that city. In several advertisements he said that this store was the only place in town where it could be obtained. After the advertisements had been published the druggist told the writer that another druggist handled the same oil. Thereupon the writer changed all the advertisements and apologized to the competitor.

"Notwithstanding this courtesy, the competitor published an advertisement a day or two later in which the lines 'there are others' and the name of the oil were prominently displayed. In the body matter this druggist said that Mr. ———'s was not the only place where the oil might be obtained, but that he also sold it.

"In talking to his ad. man about the matter, the first druggist said that he believed his competitor's advertisement would draw attention to the first advertising.

"He was right, and in less than five minutes the theory was proven. A man entered the store, and, picking up a daily paper, read aloud : "'There are Others ! ———Oil.' Well, who are the others ?' he remarked, as he turned the pages until he found the advertisement of the first druggist.

"This is fact, not fable, but there's a moral there just the same."

A BAD FAILURE.

The official assignee's statement in connection with the insolvent estate of the Winnipeg departmental store, George Craig & Co., shows direct liabilities of $81,489.74. The principal creditots are Gault Bros. & Co., Montreal, to the extent of $23,395.40, and Thibaudeau Bros. & Co., Montreal, to the extent of $17,566.98. The amount owed altogether, to Montreal creditors, is $53,996.47 ; to Toronto creditors, $11,807,76, of whom Caldecott, Burton & Spence are the largest, with $3,390.92 on their books. The amount owing Winnipeg creditors is $7,367.57, R. J. Whitla & Co., with $2,458.13, being the principal creditors. In addition to the direct liabilities there will be a further sum of $7,500, now in abeyance. The assets are $54,188.15, leaving a deficit of $27,301.59.

LARGE ORDER FOR IRON ORE.

An order for 1,000,000 tons of iron ore has been placed by the Illinois Steel Co., Chicago, for its use during the present year. The Minnesota Iron Co. will furnish the ore at a price not made public.

The order is a large one, but inasmuch as the Carnegie company will mine practically all of the iron ore it will use this year, an unusually large purchase was deemed advisable by the Illinois company to enable it to compete successfully in cost of production.

So sharp has the competition become between these gigantic corporations, in their struggle for the steel manufacturing supremacy, that no stone is left unturned by either in its efforts to secure even the slightest advantage.

The visit of the Congressional committee to South Chicago, and the inspection of the steel company's plant, will, it is thought, materially aid the prospects of the western concern in the event of bids far armor plate being called for by the Government at Washington. In the latter event, the steel slabbing mill now in process of construction will be utilized in furnishing the plate.

PREVENTION OF RUST.

A new rust preventer has been adopted by the German army and navy and by a large number of European manufacturers. It is composed of greases and volatile oils, which evaporate on exposure to the air, leaving an air tight film or skin adhering tightly to the metal, and absolutely and permanently preventing the corrosive action of salt air, salt water, rain, snow, dampness, steam, gases, and fumes of acid or ammonia. It is neutral, contains no acid, and leaves neither spots nor marks when removed. The coating is transparent, and as it does not dull the appearance of bright metal surfaces, it is of special service to machinery builders and dealers who have goods in tock.

WILL REPRESENT ENGLISH HOUSES

J. S. Bennett, inventor of the hardware boxes which bear his name, has just returned from a visit to Great Britain. Mr. Bennett was formerly a hardware clerk in Winnipeg, but has now decided to settle in Toronto, where he will carry on business as hardware commission agent, in addition to looking after the manufacture of his patent boxes. He already has four or five English houses on his list. His office at present is at 170 Argyle street.

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for : Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc. ; Starr Mfg. Co. Halifax, N.S., skates ; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

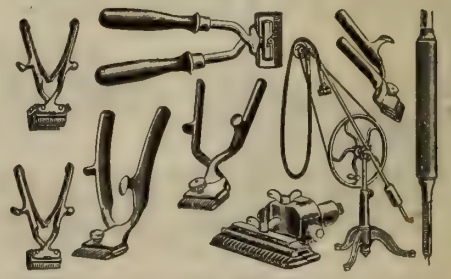
Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

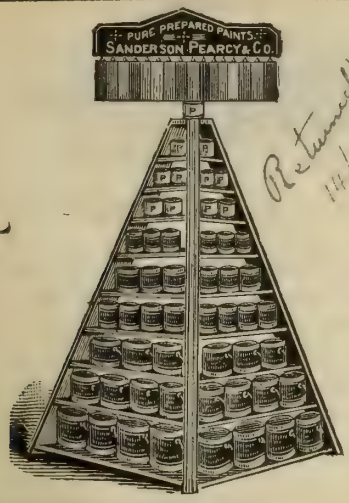
PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods.
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

PATENTS PROMPTLY SECURED
GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for free advice. MARION & MARION, Experts, Temple Building, Montreal.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

ISLAND CITY
Paint and
Varnish Works
. . Manufacturers of . .
READY MIXED PAINTS and FINE COACH VARNISHES.
WAREHOUSES : 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS : 274 St. Patrick St., MONTREAL.


HAIR CUTTERS of every description — Hand and Power. You want the best. They are manufactured only by The COATES CLIPPER MFG CO., Worcester, Mass. Catalogue on application.



Headquarters for...

Fine Colors--Dry or Ground in Oil.
English and Canadian Varnishes
Alabastine and Jellstone

Sanderson Pearcy & Co.

TORONTO

MONARCH

HORSE NAILS

BEST STOCK. DRIVE BEST. HOLD BEST.

Write us for Samples and Prices.

MARITIME NAIL CO., Limited, - St. John, N. B.

DO YOU TRADE WITH FARMERS ?

INDURATED FIBREWARE is now used on all well-equipped farms.

Farmers find it the best all-round ware for the Farm, Dairy and Household.

All hardware storekeepers cultivating the farmers' trade should be supplied with a full line of Indurated Fibreware. Send for prices, terms and discounts.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 4, 1898.

HARDWARE.

THE volume of business in general hardware is steadily increasing, and everything points to an unusually good trade this spring. An indication in this connection is the large import orders that are now being placed for early delivery this spring of almost all staple lines of goods. The jobbing enquiry is brisk also for fencing wire, both barbed and plain, and the active demand already noted for wire nails is fully maintained. Cut nails are moving also to buyers in this province and in the Northwest. The same can be said of horse nails, screws, bolts and rivets, all of which are enquired for. Requests for spades and shovels are increasing, and there are quite a number of small lots of cutlery going out with every order sent forward. Hinges and chain are in active request, while cordage is quite firm, in sympathy with advices of further advances in hemp in London. Cement and firebrick are steady.

BARB WIRE—Demand for barbed wire is fair and prices are steady at $2 f.o.b. Montreal.

PLAIN WIRE—There is a good enquiry for plain fencing wire for future delivery. Discounts are unchanged at 35 per cent. on oiled and annealed and annealed and 30 per cent. on galvanized.

WIRE NAILS —There have been good orders noted for wire nails and the volume of new orders continues steady. Values are unchanged at $1.90 f.o.b. Montreal, with an allowance of 5c. on carload lots, terms 4 months or 3 per cent off.

CUT NAILS — Values are steady with demand fair from the province and the Northwest. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—There is a good demand for these with discounts 50 per cent.

HORSESHOES — Business is quiet and prices steady. We quote as follows : Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos.0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25 ; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50 ; toe-weight steel shoes, all forward, $5.50.

SCREWS—There are fair orders for screws. Discounts are as follows : Flat head, bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE — There is some enquiry for this, and we quote 20c. as the base price up to 16 gauge on the former and to 10 guage on the latter.

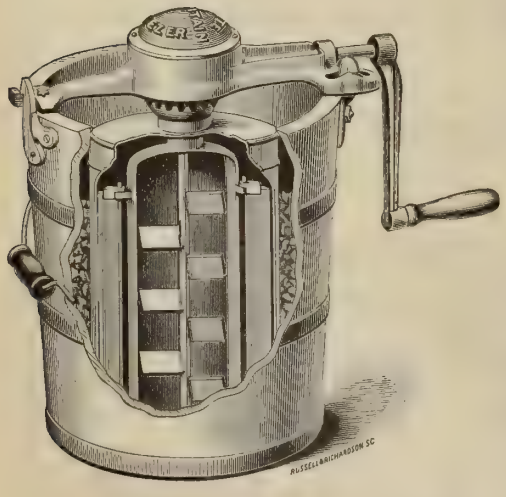
BOLTS—There is a good enquiry for all kinds of bolts. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10.; stove bolts, 70 and 5.

RIVETS — Enquiry is quite satisfactory. Discounts are as follows : Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES—Quiet and steady. We quote : 9

"White Mountain" Ice Cream Freezers

11 Sizes (1 to 25 qts.) with crank handle.
3 Sizes (15, 20 and 25 qts.) with fly-wheel.



Their Materials Are Right.

Their Principle Is Right.

Their Reputation Is Right.

They have the celebrated Duplex Dasher with self-adjusting wood scraping bar. All gearing covered.

Freezes Cream in Four Minutes

making it finer and smoother than any other freezer.

"MODEL" REFRIGERATOR SAVES ICE.

Seven sizes for domestic use.

Any size to order for hotel or store use.

Their System of Ventilation keeps Victuals Cold and Healthful.

Made of two walls of hardwood, between which is charcoal sheathing, and lined inside with zinc makes the body four thicknesses of non-heat conducting materials.

Finished "Rich Antique," and trimmed with solid bronze locks and hinges.

ORDER EARLY and secure these celebrated lines for the coming season.

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

GUARANTEED APOLLO.

Apollo Galvanized Iron differs from other makes in being of uniform softness and workable.

Takes less time to do a job.

Return to your jobber at his expense any sheet, or part of a sheet, that develops in working any defect whatever.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—Enquiry is fair, and prices unchanged, Royal Canadian selling at $29.

SPADES AND SHOVELS—There is a good enquiry for these, and discounts are unchanged.

CUTLERY—Demand for cutlery is much better, especially for large sheath knives, pocket knives, etc., chiefly for the Northwest.

BUILDING PAPER—There are better orders noted this week for spring shipment. We quote: Plain, 25c., tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES—In good enquiry, especially barn door and strap hinges. We quote $3.50 per 100 lbs. for screw hook and hinge.

SHOT—More demand is noted for shot and values are steady at 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

CORDAGE—The cordage market continues firm and demand from Manitoba and the Northwest is quite brisk. An advance of 10c. in hemp at London indicates that the position outside is as firm as ever. We quote: Sisal, 7-16 and upward, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

CEMENT—There has been no new feature, and less business has been noted this week for forward delivery than last. Values are rather easier at $2.10 to $2.20 for English, and $1.85 to $2.05 for Belgian, as to grade.

FIREBRICKS—There is a good enquiry for firebricks in small lots, and prices are steady at $16 to $21 per 1,000 as to brand.

METALS.

The week has not furnished anything new. Demand for spring importation in all heavy material is more active than last year, and a large trade is evidently anticipated this year. Values generally are firmly held.

PIG IRON—The week has been a very quiet one, a few small lots of Summerlee and No. 1 Hamilton changing hands. We quote: No. 1 Hamilton, $16; No. 2 $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; No. 1 Niagara, $17; Buffalo, $16.

BAR IRON—The firm feeling in bar iron is maintained, and $1.50 represents the inside price for ordinary wants in a jobbing way.

BAND IRON—Orders are small, but prices are firm at 25c. advance on the bar iron basis.

SANDERSON'S TOOL STEEL

Established in Sheffield 1776
in Syracuse, N.Y., 1876

We are now carrying a complete stock of this well known and popular make, and will be pleased to quote prices.

A. C. LESLIE & CO.
Canadian Agents MONTREAL

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

HOOP IRON—There has been a fair enquiry for hoop iron, and prices are steady and unchanged at $2 to $2.10.

SHEET IRON — In good enquiry with values steady. We quote as follows: $2.10 on 10 to 16 gauge; $1.80 on 18 to 20 gauge; $2 on 22 to 24 gauge; $2.10 on 26 gauge, and $2.15 on 28 gauge.

SHEET STEEL—A quiet steady trade is reported, and the basis is firm at $2.25 for No. 24.

LEAD PIPE — Steady at 7c. for lead pipe and 7½c. for composition waste; discounts, 27½ per cent.

GALVANIZED IRON—There has been an active enquiry for galvanized iron for import, especially from Ontario points, and prices are steadily held. We quote: Queen's Head, $4 to $4.15, and Blue Jay, $3.75 to $3,95 for No. 28 gauge.

TINNED IRON — Steady at 5½c. for 6 x 30., No. 24.

PIG LEAD — The steady feeling is well maintained, but business is light at $3.75.

INGOT TIN—There has been some demand for small lots, and prices are firm at 16c.

INGOT COPPER—Outside advices are strong, with an upward tendency to prices, but spot values are unchanged at 12c.

SHEET COPPER—Very little change to report. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—There is a fair demand for these, and prices are steady at $2.10 to $2.15.

TIN PLATE—Stocks in jobbers' hands are not well assorted, and it is difficult to fill orders for odd sizes; in fact, a carload had to be brought down from Toronto. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I. X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

TERNE PLATE—Trade is moderate and prices steady at $5.75 to $6.

COIL CHAIN—In active demand, as follows: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Quiet and steady, at 5 to 5¼c.

SOLDER—Unchanged, at 11 to 11½c.

SPELTER—Round lots have been shaded, and we quote $4.60 to $4.70.

ANTIMONY—As last reported, at 10 to 10½c.

IRON PIPE—A good jobbing trade is doing, which amounts to considerable in its aggregate volume. Prices are steady. We quote: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2.25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSETS—Unchanged. Ordinary washout, $12.50 to $18.50, and Siphon closets, $25 to $46, as to grade, complete with all fixings.

GLASS.

There has been a good demand for window glass both for prompt and future shipment, and values are firmly held. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

Manufacturers complain that trade is seriously hampered by the high freight rates prevailing, especially to western points. They state that hundreds of orders are being held back for summer rates, not usually given out until April 1. If these rates were permitted to come into operation on March 15 the paint season would be proportionately lengthened, to the great benefit of the railroads and all concerned. Prices advanced 1c. last Saturday, and on Friday (yesterday) there was a further advance of 5c. Linseed oil is 1c. dearer. All other quotations continue firm and unchanged. Paris green is beginning to move, and the price has a firmer tendency in response to the prospect of higher prices in New York. Varnish gums are very much advanced, especially New Zealand varieties, which are hardly obtainable, and the price of fine varnishes must respond sooner or later, but we hear of no change so far.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 7c.; No. 1, 6¼c.; No. 2, 5½c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 47c.; boiled, 48c.; five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 57c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c., 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 50c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — Quiet and unchanged. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

The hide market is quieter but very firm this week. We quote as follows: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9 to 9½c. for No. 1, 8 to 8½c. for No. 2, and 7 to 7½c. for No. 3.

ASHES.

Quiet and steady. First pots, $3.50 to $3.60, and seconds, $3.15 to $3.20.

COAL.

Unchanged: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6, and Scotch steam, $3.50 to $3.60.

PETROLEUM.

The only change is an advance in American oil of 1c. per gallon all round. We quote as follows: Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

Turpentine has advanced 6c. per gallon and is firm at the rise.

Varnish gums of all sorts are much advanced, but especially New Zealand.

Values on American petroleum have been marked up this week 1c. per gallon all round.

Odd sizes of tin plate are so scarce on this market that a buyer had to make up a car load in the west and bring it on here.

A. C. Leslie & Co. have just put through a large import order for 10,000 boxes of Lydbrook tin plate with an Ontario buyer.

Cables from London this week state that there has been an advance of 5d., or 10c., in hemp. The cordage market here is firm as a result.

Klondyke orders are now a feature of the current daily trade, and a leading firm here have just closed a contract to supply one of the big Yukon companies with all their hardware supplies.

John Robinson, lately traveler for Copp, of Hamilton, has purchased the general store business of A. Richardson, Grand Valley.

150 DESIGNS TO CHOOSE FROM.

Progressive People

returned June 10th 189 8 to Mrs Thomp

All over Canada are loud in their praises of our **EMBOSSED METALLIC PLATES** for Ceilings and Walls. They make the finest indoor finish obtainable, and will be used everywhere as soon as their splendid superiority is fully realized. **Fire-Proof, Hygienic, Durable,** and yet as artistically beautiful as any other inte decoration—no wonder this metal finish is highly appreciated. You can make money selling these goods.

Give your customers an idea of their fine effect by fitting up your own store or office with these plates instead of paper. They can be applied over plaster and don't need renewing—they're permanent.

If you don't know about them write at once for Catalogue and Prices.

METALLIC ROOFING CO. LIMITED

1179 King Street West — TORONTO

ONTARIO MARKETS.

TORONTO, March 4, 1898.

HARDWARE.

THERE has been no material change during the week, either in regard to volume of business or prices. For this time of the year a good trade is being done, but shipments from stock are not heavy, generally speaking, as goods going forward are largely to supply immediate wants, most dealers preferring to leave the delivery of other goods until the opening of navigation, which, it is expected, will be a few weeks hence. As far, however, as barb wire and ordinary fence wire are concerned, the usual shipments are being forwarded. Nice shipments of various kinds of hardware, cutlery, guns, rifles and ammunition are going out this week to British Columbia and the Klondyke.

BARB WIRE—Shipments covering orders placed some time ago are now going through daily. We quote: $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE — Much the same remarks apply to this as to barb wire. Discount is as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC.—Business is moderate, and is without any special feature. Discount, 35 per cent.

WIRE NAILS—Orders that had been booked a short time ago are now being shipped to different destinations. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS — Business is still quiet. We quote as follows: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS —Trade has been somewhat slow this week. Discount 50 per cent.

HORSESHOES — Trade is slow. We quote as follows: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS.—Trade is fair. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS — The demand continues good for tire, carriage and stove bolts. Discounts are: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS — Business is being well maintained. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifed, with urcatbox, $1.25.

ROPE — Quite a number of orders are being filled this week, and a goodly portion of them are on Northwest account. We quote: Sisal, 7-16 in. and larger, 7c.; ⅜ in., 7½c.; ¼ and 5-16 in., 8c.; 3-16 in., 8½c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — Trade is improving nicely. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Quite an increase is to be noted in the demand. Prices are firm. We quote: "New Leader" and "Lightning," $30 per dozen; "Royal Canadian," with brass corners, $29.50.

SPADES AND SHOVELS—The improvement noted in the demand last week has been maintained. Trade is now much better than it has been for some time. Discount, 45 and 2½ per cent.

BUILDING PAPER—Orders are coming in nicely both from the Northwest and Ontario points. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

BELTING—The demand is improving both for rubber and leather belting. We quote: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent.

HINGES—Business continues fairly good. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH—Forward orders are still being booked. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

CUTLERY—There is still a good demand for cutlery on British Columbia and Klondyke account.

SPORTING GOODS—Quite a demand is still being experienced for rifles, ammunition and revolvers for shipment to British Columbia and the Klondyke.

CEMENT—Trade is quiet, with prices unaltered. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

METALS.

Trade in metals is fairly satisfactory, although devoid of any striking features.

PIG IRON—We hear of no transactions. We quote United States iron on the track as follows: No. 1 foundry, $15.50; No. 2, $15.25; No. 3, $15.

BAR IRON—Business is much about the same as a week ago. We quote: Base price at $1.50 to $1.60 from stock and $1.40 to $1.45 from stock.

HOOP AND BAND IRON—Trade is moderate. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—Trade is much about the same as a week ago. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Business is being fairly well maintained. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Trade is better than it was a week ago. The demand is principally for the American in the heavier gauges. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—The market is steady, with the local demand light. We quote pig lead, in small lots, at 4⅛c., and bar at 4½c.

SHOT—Quiet. We quote: Dropped shot, 6c.; chilled do., 6½c.; buckshot, 7c. Discount, 12½ per cent.

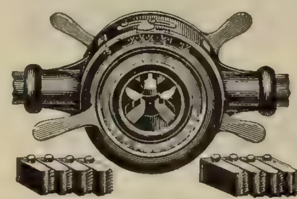
INGOT TIN—The outside markets are brisk, although in London prices eased off a little on Wednesday. Trade locally is steady. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—Business is rather slow. We quote 12 to 12¼c. per lb.

SHEATHING COPPER, ETC.—Very litt'e doing. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

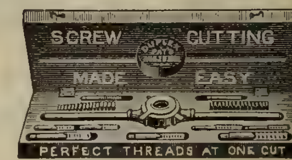
STANDARD of AMERICA for 30 Years

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World



FOR PIPE.

In Stocks and Dies there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A



FOR BOLTS.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.

It will Paint or Whitewash p.rfectly.

CERTIFICATE OF AWARD—

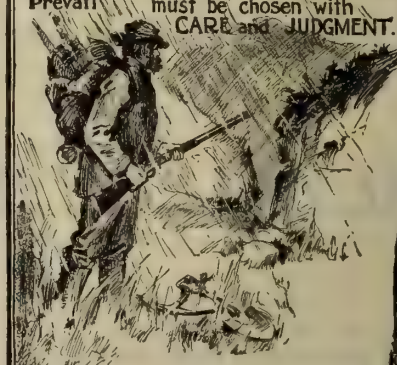
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.

H. L. Hutt, M. Pettit, Judges.

Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

ARMS FOR THE KLONDIKE
Where Wet and Cold Prevail must be chosen with CARE and JUDGMENT.



Consider—if you can keep the wet out of your rifle it will not *rust* nor *freeze*. Only

Marlin Repeaters

have Solid Tops, shedding water like a duck's back. Our *197-page book* (just out) tells all about them. Up-to-date information about powders, black and smokeless; proper sizes, quantities, how to load; hundreds of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations. All calibres 22 to 45; how to care for arms and 1,000 other things, including many trade secrets never before given to the public. *Free if you will send stamps for postage to*
The Marlin Firearms Co., New Haven, Ct.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes

ST. JOHN, N.B.

If you want the straightest and most durable **Rawhide Whips** in the market, order our

Napoleon and Monarch

WHIPS

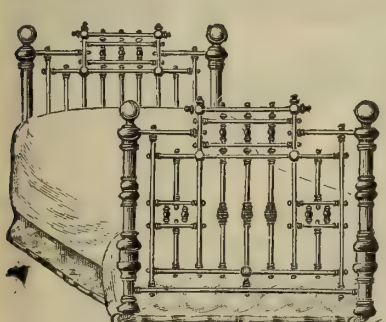
Every Whip Guaranteed.

Patented and made only by . . .

HAMILTON WHIP CO.

119, 121, 123 Mary St., HAMILTON.

Cheap Whips of Every Style.



——Established 1859——

BRASS AND IRON BEDSTEADS

New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .

H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

IRON PIPE—A number of good orders have been received during the week, and in general trade is fairly satisfactory. We quote: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—A meeting of the manufacturers and jobbers was called a few days ago, but notices postponing the meeting have been sent out.

RANGE BOILERS—Business is moderate. We quote: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES — Not much doing. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—Quite a number of shipments have been made and orders for fair quantities are being received. A large portion of the shipment is for the Northwest. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Trade is quiet at 5½c. per lb.

COIL CHAIN—The improvement noted last week has been maintained. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Quiet. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

PAINTS AND OILS.

This week has felt the excitement consequent upon the Ontario elections. A number of the travelers were in for the early part of the week, and bookings have been light. What with the advent of the pretty milliners, with a great display of color, the election flurry, the bizarre appearance of several Klondyke parties en route for the west, and the influx of visitors owing to cheap rates, there can be no complaint as to lack of stir. Pity it is that the two great carrying competitors do not fall out about local freight rates. There are hundreds of tons of hardware, paints, oils and varnishes waiting for the spring opening. If the

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

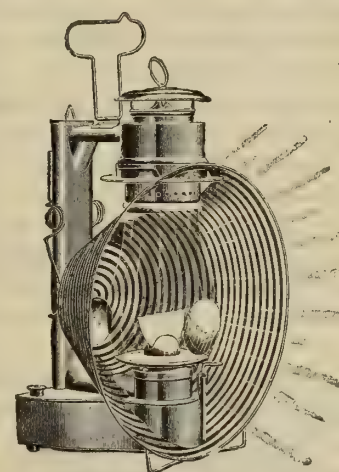
Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.

No. 20. Search Lights.

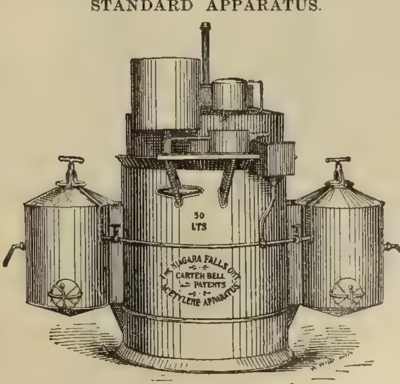


No 20. Search Lights.

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

freight rates were sensibly reduced a vast amount of material would be distributed at once, and by the first of May a fresh demand would arise.

The white lead market is firm, and some liberal orders are being placed in anticipation of a probable advance at the next meeting of the white lead association. Varnishes are in good demand, and values must soon feel the rising market in the best varnish gums. A good business at higher quotations may be expected shortly. In red lead and dry colors prices have kept steady. The ready mixed paint trade is extremely lively and ever widening, diminishing the dry color branches to some extent. A fair amount of trade is passing in zinc and putty. Coach colors and sundries are without special feature at our market quotations. Turpentine has advanced about 5c. per gallon in the south during the last few days, and jobbers here advanced their prices 5c. per gallon yesterday (Friday). The demand for turpentine is improving. Glue is high in price on account of a scarcity in stock. Linseed oil has advanced 1c.

WHITE LEAD—Ex Toronto, pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

PARIS GREEN—Kegs, 14½c.; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 58c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

GLASS.

There is considerable improvement in stock business, and import orders are still coming in fairly well. The trade in import orders is already larger than last year. No changes are noted in prices. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Trade is active with a specially good demand for heavy cast iron, brass and heavy copper. There is little demand for wrought iron and for light copper. The price of good country-mixed rags, has declined 10c., while clean dry bones have advanced 5c. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—The weakness spoken of last week has developed into a decline of ½c. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Business is quiet, with prices steady, at $1.15 to $1.25.

WOOL—There is a fair movement, with an advance of ½c. noted in pulled wools. We quote pulled wools at 20 to 20½c.; Fleeces and tub-washed are nominal.

SEEDS.

The market is in such a contition that little can be said, owing to the fact that the export demand is over and the home demand has not yet opened up. Alsike is quoted all the way from $2 to $4; red clover at $2.50 to $3.50. Timothy is steady at $1 to $1.50 for machine threshed, and $1.57 to $2 for strictly choice to fancy bright unhulled flail-threshed seed.

COAL.

The difficulty of getting small sizes of coal has increased largely during the last week, till now the scarcity is severe. Prices are yet unchanged. Anthracite is quoted at Buffalo and bridges: Grate $4.24; egg, $4.46, net tons.

PETROLEUM.

The demand continues fair with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

H. S. Howland, Sons & Co. are this week in receipt of shipments of English and German cutlery.

Bertram, Wilson & Co., wholesale hardware and bicycles, have opened a retail

---

W. H. Thorne & Co., representing the Coldbrook Iron and Steel Co. and the Portland Rolling mills, have purchased all the bar iron stored at the Londonderry Iron works. The latter works will not be operated this year.—Sun, St. John, N.B.

The Turning Point

Those who speak ill of **SINGLE TUBE TIRES** never rode 'EM. Their rapid increase is sufficient to justify their adoption. No greater tribute can be paid to the **Goodrich Res Flex** than the demand for them. They have done more by their **SNAP, STYLE,** and **DASH** to promote single tubes than any other tires of this type. Send for catalogue.

AMERICAN TIRE CO., Limited 164-166 King Street West TORONTO

branch at 161 Yonge street for their "Rambler" and "Ideal" bicycles.

Just as we go to press we learn that the Canadian makers of binder twine are quoting prices to the jobbers which would mean about 7½c. to the retailer.

The steamers British Queen and British King, recently arrived from Antwerp, brought a consignment of glass for the John Bowman Hardware and Coal Co., and the firm can fill orders for all staple sizes promptly.

The Canada Paint Co., Toronto, have received a heavy shipment of red lead from England via St. John, N.B., and orders for potters and dealers are being shipped without delay. The company report great activity in its varnish and ready mixed paint departments.

THE BICYCLE IN THE ARMY.

The United States War Department exercised a great deal of care before deciding to adopt bicycles, as it feared the tires would not give satisfaction, so they inaugurated a 2,000-mile test over very rough roads from Fort Missoula to St. Louis a distance of 2,000 miles. Seven different makes of tires were used, but the Goodrich single tube was the only tire that gave perfect satisfaction, going the entire distance without a puncture or even being pumped up.

GENERAL NEWS.

THE briskness in the sale of land in the Northwest still continues. The C.P.R. sales for January amounted to $73,000. The number of acres sold was 22,000. This is three times as great as the sales in the same month a year ago.

The Guelph Herald says that the J. B. Armstrong Mfg. Co., Limited, carriage goods manufacturers, of that city, are now running all departments of their establishment until nine o'clock every night. A large number of orders are on hand, and the number is rapidly increasing. This firm's business has steadily increased, and this season is the best experienced for years.

The firm of Bannerman & Findlater, boilermakers, of Isabella street, Ottawa, have completed four barges for the Upper Ottawa Improvement Co. The shells are built of ¼-inch sheet iron. The barges are 52 feet long, 12 feet wide, with angle iron 2½ x 3 5-16 inches, and weigh about seven tons each. The work is an entirely new departure, being the first piece of shipbuilding done in Ottawa. The shells have been drawn to Aylmer.

PERSONAL MENTION.

Mr. H. Macaulay, hardware merchant, Chatham, was in Toronto this week.

F. W. Monks, managing director Monks, Hall & Co., Limited, of Warrington, England, is in Montreal this week. He is stopping at the Windsor. This firm is one of the leading British bar iron manufacturing concerns.

Mr. J. S. Neill, hardware merchant, Fredericton, N.B., was in Toronto on Thursday and left for the west that day.

GOING OUT OF BUSINESS.

Mr. W. T. Mullett & Co., retail hardware merchants, 738 Queen street east, Toronto, have decided to retire from business, and with this end in view are clearing out their stock. This decision has been arrived at on account of the ill-health of Mr. Mullett.

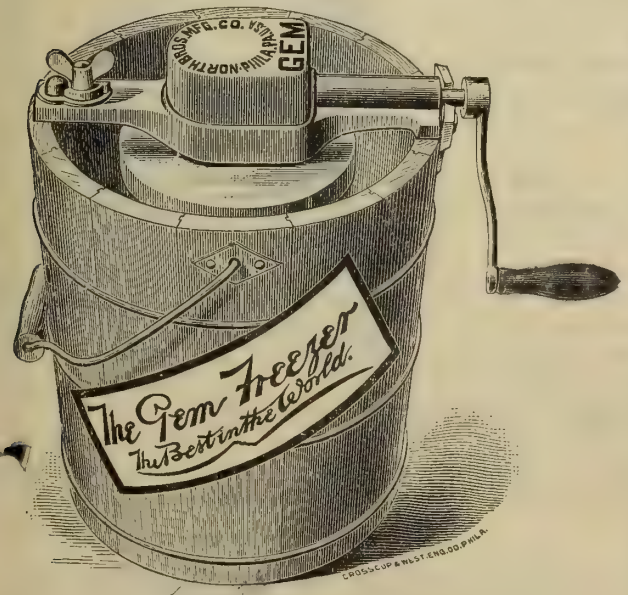
Mr. Mullett has been in business about ten years. During that time he has earned for himself a good reputation, as well as created a good business, and the trade will regret to learn of his retirement, and particularly that it is ill-health which necessitates it.

AGENTS FOR THE "PHOENIX."

Robt. Fair, Queen street east; G. D. Wallace, Parliament street, and Geo. Stiritt, corner Dundas street and Brock avenue, Toronto, have accepted from M. & L. Samuel, Benjamin & Co., Toronto, agencies for the "Phœnix" wheel, and have placed substantial orders for these bicycles with the firm.

"GEM" ICE CREAM FREEZER

1, 2, 3, 4, 6, 8, 10, 12, 14 Qts.



THE Gem is the only double-action Freezer of reputation made to-day. Why? Because all imitations of it have failed, and the Gem is the only one that has stood the test of practical use. The Gem has been the model to other makers for all that was best in an ice cream freezer, and has been imitated (without success) more than any other freezer made in the last twelve years.

..WITH..

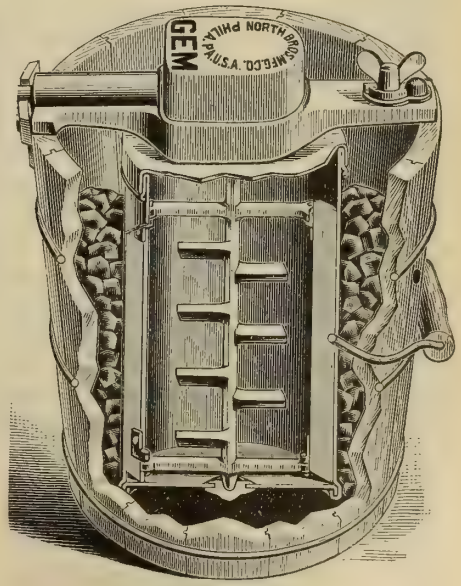
New Automatic Twin Scrapers

that insure positive and continuous scraping of frozen cream from side of can.

They also have:

WHITE CEDAR PAILS with Electric-Welded Wire Hoops, guaranteed not to break or fall off.

DRAWN STEEL BOTTOM CANS, guaranteed not to break or fall out. Strongest and most durable Pails and Cans. Made and used only in Freezers made by



Interior View.

Showing new **Automatic** Twin Scrapers, and with the Dasher or Beater which has been a favorite for many years.

The Electric-Welded Wire Hoop Cedar Pails and Drawn-Steel Bottom Can are also shown.

NORTH BROS. MFG. CO., Philadelphia, Pa.

CATALOGUES mailed free ... on application.

SOLD BY LEADING JOBBERS EVERYWHERE.

ADVERTISING IN THE STORE.

By O. N. Y.

MANY hardware merchants put goods on the shelves in original packages. For some lines this plan is all right; for others it is all wrong. When goods break through the wrappings, which is often the case when original packages are used, the package has to be tied up with a string or a new box must be obtained for the goods and the label transferred. If the package is tied up there is a lot of trouble in store for some one when a time comes to show the goods. Besides the waste of time and the trouble caused by this method, there is the untidy appearance of the shelves and the packages.

TIME LOST SHOWING GOODS.

It doesn't pay to have this sort of arrangement in a store. It causes loss of time in showing the goods, makes more work in dusting and cleaning, and makes a very bad appearance, which is a bad advertisement.

PERMANENT WOOD BOXES FOR SHELVING.

Strong wooden shelf boxes are not expensive; that is, not so expensive but that they will pay for themselves in a short time. A good plan, and one that has been followed in many instances, is to ascertain the exact size and number of boxes required to fill a certain section of the store; then go to a planing mill and order enough pieces sawed out to make this number. The fronts of the boxes should be heavier than the sides and bottoms, in order that they may be mortised to cover the ends of those pieces. The pieces should be taken to the store, where, during dull days, the clerks can put them together with wire brads. In this way, by filling one of the sections at a time, the whole store can be gone through and renovated, and the expense and inconvenience will not be so much noticed as if the whole work was attempted at one time.

Unless a store is unusually light the boxes should be painted a light color. Dark colors give a richer effect, but they darken the room. A light green is considered about as durable and effective as any other color. Where the edges of the shelves show they are usually painted white.

METHOD OF SAMPLING.

The contents of each box should be sampled on the front. Some of these samples can be fastened with screws; for others staples will be necessary. Rather than drive a very large staple, at the risk of splitting the wood, two or more holes should be bored through the front and the sample secured with fine brass or copper wire. As far as the articles will permit they should be placed at the same angle. This secures a symmetrical appearance.

LEAVE PACKAGE LABEL IN BOX.

Sometimes merchandise can be placed inside these boxes in original packages, but it is more often desirable to transfer it. When the original package is not used the label should be torn off and placed inside the shelf box for reference when ordering a new supply of goods.

WOODS FOR STORE FIXTURES.

There are many other kinds of shelf boxes in use, but for fitting up an old store the method given above is considered good. Many new stores are fitted entirely in oak or walnut. Oak is, however, considered the best, unless the store is very light. The greatest objection to these finer woods is their expense. The cheaper woods are equally as practical.

CONVENIENCES OF SAMPLING.

The sampling of merchandise upon the boxes makes the various articles much easier to find. The sample is much more prominent than is the label on the original package. Labels are nearly all similar in shape and color. The only distinction is found in the matter that is printed upon them. In dusting, too, the shelf box saves time. As it fits closely between the shelves no dust accumulates on the top. In both instances this time saved is time for which the merchant is paying in clerk hire.

SAMPLES DISPLAYED AN ADVERTISEMENT.

Another point in favor of sampling goods upon the boxes is the advertisement thus gained. It is a well-known fact that the more goods a merchant can display the more he will sell. Patrons in a store seldom notice the labels upon original packages, but samples upon shelf boxes or sample boards often attract attention. Let a handsome new set of door trimmings be displayed upon a finished and varnished board, and placed upon a counter, then note how quickly the eye of some patron will be caught by it. The same set might be left on the shelf in the original package for a year without being noticed.

ALTERNATIVE PLAN.

A plan has been adopted by some firms by which the shelf box is done away with, and yet nearly the same advantages are gained. In front of each section in the stores are hung doors, plainly but neatly made. Back of these the goods are placed upon the shelves in original packages. On the outer side of each pair of doors is displayed a sample of each article kept in the section covered by them.

Both plans have their merits, and either is much better than the old way of the original package.—Iron Age.

J. A. Chipman & Co., commission merchants, of Halifax, are establishing agencies in every port of the West Indies touched by Canadian steamers to work up a trade between Canada and those countries.

INSPECTION OF VESSELS AT VICTORIA.

Orders have been received by local inspectors of steamboats at Victoria, B.C., that all steamers sailing from this port regardless of flag, must be rigidly inspected, and not cleared by the Collector of Customs until they can show certificates that they have passed a favorable inspection. The steamers Victorian, Amur, and Boscowicz sailed on Tuesday night for Alaskan ports, crowded with passengers.

Special to Hardware Merchants

I want you to handle **Brewer's Horseclipper Sharpener**, guaranteed to sharpen any clipper. I will send a sample to any Hardware Merchant for 20c. Send for testimonials.

OSCAR BREWER, - Tintern, Ont.

McDONALD & ALLEN
KINGSTON

Manufacturers of

Door Knobs, Japanned, Nickel, Silver and Bronze Plated and Real Bronze.

Sold by all Jobbers.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

A. Klondyke.

He has the agency for our goods. It's a good thing. Write us and we will tell you how to "clean up pay dirt."

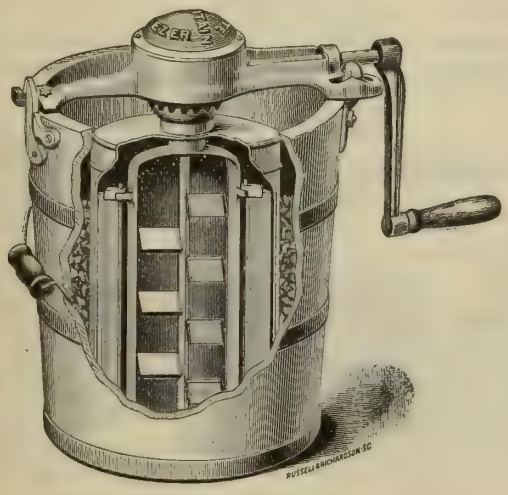
The . . .

Pedlar Metal Roofing Co.
Oshawa, Ont.

Larger and more progressive than all others combined.

The Improved

WHITE MOUNTAIN FREEZER



Sizes 1 to 25 Qts. inclusive.

Positively the Best Freezer Known. . . .

THE ACME OF PERFECTION.

Never has been equalled and cannot be surpassed.

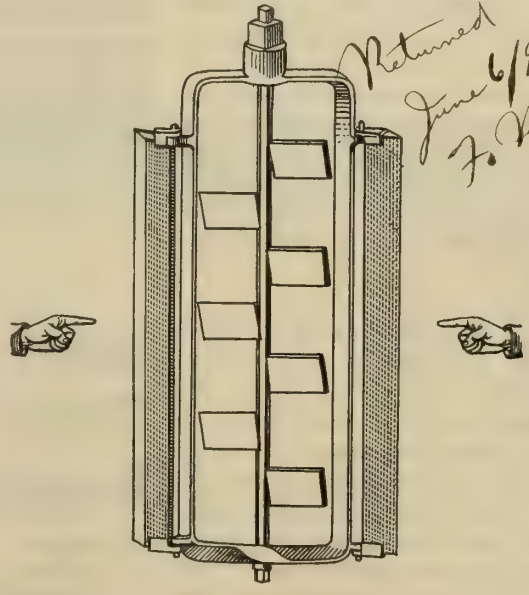
Has every latest and best improvement.

Has many original and exclusive devices that quicken and ease the process of freezing Ice Cream.

Is recognized the world over as the standard of excellence.

We Originated...

and were the first to use the now famous **Double Self-Adjusting Wood Scraping Bar,** which has proven a revelation in Ice Cream Freezer manufacture. It was this device used in connection with **Duplex Dasher** of the **White Mountain Freezer** that first enabled the operator to produce fine, smooth cream in less than one-third the time previously required with ordinary freezers.



Sole Agents for the Dominion—

The McClary Mfg. Co., London and Montreal.
H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H.

AMONG THE RETAILERS.

Will Sell Wheels.

Last week I mentioned a retailer who was making preparations for the opening of the bicycle season. Since then I have heard of three more dealers who are making their arrangements. These men have placed substantial orders for the wheels they will push, in the belief than the prospects for the season of 1898 are very bright. There is a general belief that the season of 1898 will be even better than last year. It is also thought by many that the next two or three years will decide whether the bicycle trade will remain in the hands of the hardware trade, or become a new department of retailing. In many instances, hardware men make it a point to have in their employ a machinist who cannot only repair a wheel but can intelligently explain its good points to a customer, and who will in the winter be useful as a salesman in the store. In one small town in eastern Ontario about four years ago two hardware dealers did a comfortable business. Now, though the population has increased but little there are four stores, three of which, I believe, are doing as good a business as either of the original two. The four stores sold between them last season nearly 200 wheels. Two of them had repair departments which were kept busy all summer. These two, besides the business done in repairs, seemed to be looked upon as the best judges of wheels and did a great deal larger trade than the other two firms. There is in that town no opening for an expert mechanic or any other person to sell bicycles. It would be well for hardware merchants throughout the country to be able to say the same of their town or city.

Effective Window Dressing.

Thos. Meredith, King street east, Toronto, has in his window this week a display, the very simplicity of which is bound to attract attention. There is but one sort of article displayed, wringers, and there is but one kind and one price of wringer. From the front to the back of the window are three steps, rising higher toward the back. On the front step are six wringers ; on the second, three, and on the third, five. On the second step beside each of the wringers is the price mark, with catch phrases expressing the value of the wringers for the money.

Keeps a One-Price Store.

R. Bigley, Queen street erst, Toronto, has decided opinions on some matters. One of the opinions to which he adheres most firmly is that one price should be put on his goods, and that on no consideration should that price be lowered. He said : "I, some time ago, laid down the principle that I should put a price on my goods and sell them at it. I have refused to come down $1 in my price, knowing at the time I was doing so that I would thus lose a sale of an article worth $40 or $50. This has been often hard to do, but after 25 years' experience I believe it pays in the long run."

THE RAMBLER.

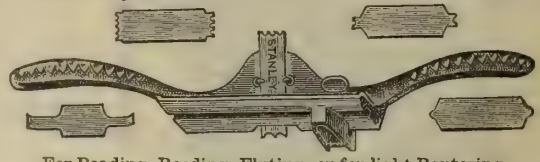
The creditors of W. J. Hunter, carriage-maker, of 527 Yonge street, Toronto, who assigned to H. R. Welton, met on Wednesday, this week. The statement showed liabilities of $1,200, and nominal assets of $350, principally in book debts. There are half a dozen creditors, chiefly outside of Toronto. It is probable that the estate will be wound up.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

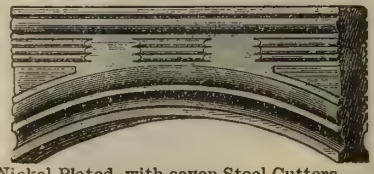
STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Universal Hand Beader.



For Beading, Reeding, Fluting, or for light Routering.



No. 66. Nickel Plated, with seven Steel Cutters ----------$1 00

BRUSHES
BRUSHES
BRUSHES

DO NOT BUY
till you see our
NEW LINES
Our Travellers will call on you shortly, in ample time to supply your wants
. . For Spring Trade

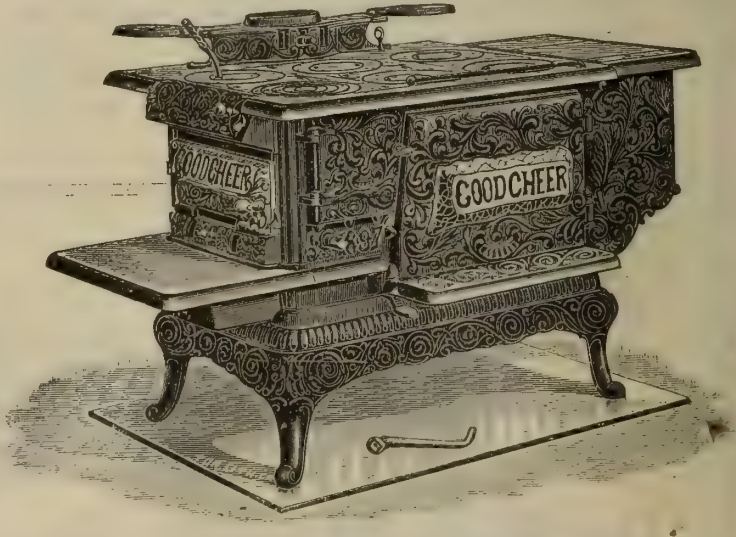
MEAKINS & CO.
313 St. Paul St.
MONTREAL

MEAKINS & SONS
King St. East
HAMILTON

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere.

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

W. GORDON & CO.

SCALE MANUFACTURERS

537 St. Paul Street

Montreal

All kinds of Scales made and repaired.

Write for Catalogue.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Summerside Work," will be received until Tuesday, the 15th day of March, 1898, inclusively, for the construction of a breakwater at Summerside, P.E.I., according to plans and specification to be seen at the office of Mr. J. B. Hegan, at Charlottetown, P.E.I.; at the office of Mr. C. E. W. Dodwell, Resident Engineer, Halifax, N.S.; at the office of Mr. W. J. McCordock, Superintendent of Dredging, Custom House, St. John, N.B., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for ten thousand dollars ($10,000), must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

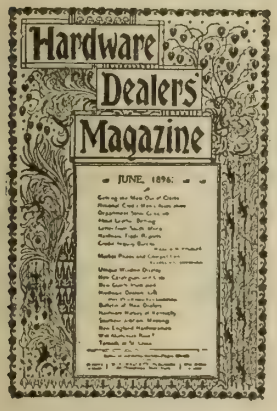
The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, 21st February, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (11)



ONE DOLLAR A YEAR

☆

Sample Copy Free

☆

D. T. Mallett

Publisher

271 Broadway

New York

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

"BRADLEY" THH.

Best Charcoal Tin Plates and

"BILSTON"

TINNED SHEETS are THE BEST for Roofing, and Creamery and Cheese Factory Utensils.

Agent: ALEXANDER GIBB,

22 St. John St., MONTREAL.

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . 10 cents

New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 19, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs.—**15 cents.**

Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man.—**$1.50.**

Address

The MacLean Publishing Co. Limited

TORONTO and MONTREAL

Spring Profits

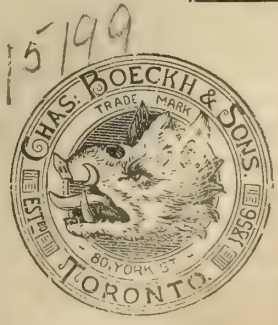
Are you sure you're going to gain all the profit you ought to have this Spring? How is that line of Household Brushes you've been looking over?

It won't pay you (or us) to try to sell a woman a brush that has no guarantee for quality and workmanship back of it. The quality, the workmanship, the bristles, the whole brush (if made by Boeckh) has this guarantee: "Your money back if you want it." Illustrated book all about it—free.

Boeckh's Brushes.

Chas. Boeckh & Sons., Mfrs.
Toronto, Ont.

3/5/99



BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DOERING BROS., general merchants, Waterloo, Ont., have assigned, with liabilities in the neighborhood of $18,000.

Narcisse Marquis, general merchant, Edmundston, N.B., has assigned.

C. L. Kennedy, dealer in tinware, etc., Harbor Grace, Nfld., has assigned.

Assignment has been demanded of the Warwick Cycle Mfg. Co., Montreal.

L. O'Connor, general merchant, Sudbury, Ont., has assigned to F. F. Lemieux.

J. J. Hopkins, general merchant, Chatsworth, Ont., has assigned to Richard Lee, Toronto.

J. S. R. Page, general merchant, St. Isidore, Laprairie county, has filed consent of assignment.

R. W. Dickinson, agricultural implement dealer, Kemptville, Ont., has assigned to Jemes McGrehor.

P. E. Perre, dealer in agricultural implements, Cap Chat, Que., has assigned, and is offering 35c. on the dollar.

A meeting of the creditors of Jean B. Bourgne, carriage maker, Coaticook, Que., is to be held on the 11th inst.

A meeting of the creditors of Mrs. John Moisan, general merchant, Drummondville, Que., will be held on the 5th inst.

The bailiff is in possession of the business of the Strathroy Mfg. Co., manufacturers of rakes, scythes, etc., Strathroy, Ont.

PARTNERSHIPS FORMED AND DISSOLVED.

The Graham Tire Co., Limited, Toronto, have obtained a charter.

McCartney Bros., hardware merchants, Alton, Ont., have dissolved.

The Geo. B. Meadows Wire, Iron and Brass Works Co., Limited, has obtained a charter.

Miller & Law, general merchants, Anaconda, B. C., have dissolved, W. M. Law continuing.

J. J. Moore & Co., have bought out A. Dulmage, general merchant, Lakelet and Gorrie, Ont.

J. A. David Tessier has registered as proprietor of the firm Tessier & Petit, general merchants, Chicoutimi, Que.

F. W. Doll, bicycle dealer, Toronto, has admitted Alex. Williamson, and the style will now be Doll & Williamson.

Alexander Poirier and Jos. Dussault have registered as proprietors of Poirier & Dussault, carriage makers, St. Henri de Montreal.

SALES MADE AND PENDING.

James S. Carr, general merchant, Waupoos, Ont., has sold out to John Mitchell.

V. Voison, general merchant, Ashfield, Ont., has been succeeded by Henry Koehler.

S. T. Piper, blacksmith, Lambeth, Ont., has sold out to A. Adams.

J. A. Turnbull, carriage maker, Lawrence Station, is advertising his premises for sale.

James Barry, general merchant, South Douro, Ont., is advertising his business for sale.

J. M. Findlay has succeeded to the estate of A. Taylor, as general merchant, at Dromore, Ont.

Thomas Craig, general merchant, Ridgetown, Ont., and Bristol, Que., has sold out his Bristol branch.

The business of the estate of Jones & Barnum, coal and wood dealers, Cobourg, Ont., is advertised for sale by tender.

The assets of P. Donnelly, planing miller and lumber dealer, Montreal, Que., are to be sold by auction on the 10th inst.

CHANGES.

Osborne Sine, blacksmith, is about leaving Shannonville, Ont.

James Dujan is about commencing business as blacksmith in Rusagornis, N.B.

Elmer Smith is about commencing business as blacksmith in Rusagornis, N.B.

I. R. Preston, general merchant, Glenewen, Man., is adding lumber to his business.

Clarence Gladwon has opened out in business as general merchant in Salmon River, N.S.

George Bohlenden, hardware merchant, etc., Hanover, has been succeeded by Henry Lembke.

James W. Pike has registered as proprietor of the Phœnix Bridge and Iron Works, Montreal.

Brigham & James, general merchants, Red Jacket, Man., intend including lumber in their business.

R. H. Fortye & Co., hardware merchants, Peterboro', Ont., have been succeeded by G. F. Ward & Co.

E. McCredie, agricultural implement dealer and liveryman, St. Thomas, Ont., is retiring from the livery business.

FIRES.

David Kilgour, general merchant, Morden, Man., has been burned out; insured for $9,000.

The stock of Neil McKelvie, general merchant, Rapid City, Man., has been damaged by fire; insured for $5,000.

DEATHS

Robert Evans, of Evans Bros., coal dealers, etc., Montreal, is dead.

J. Laird, general merchant, New Glasgow Bridge, P.E.I., is dead.

Michael O'Meara, of O'Meara & Hodgins, general merchants, Quyon, Que., is dead.

A. Watson, A. and Wm. MacLachlan, A. M. Deike, Elizabeth J. Deike and J. Mitchell, Guelph, Ont., have applied for incorporation as "The Guelph Acetylene and Gas Generator Co., Limited."

NEW WIRE AND BRASS COMPANY.

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited, have been incorporated with power to manufacture and deal in wire, wire cloth, wire fabric, wire goods, ornamental wrought iron work, fencing, art metal goods, bank and office railings, window fixtures, display stands, brass and brass goods, iron or wire cots and bedsteads, elevators and elevator coverings, and to do all work incidental thereto, and, generally, to carry on the business of wire, iron and brass-workers and electro-platers, and, for the said purposes, to acquire from the old firm, the Geo. B. Meadows Wire and Iron Works, all patents, etc., formerly held by them. The total capital stock of the company will be $20,000.

IMPROVED GUARD RAIL.

Mr. John Carmichael, of the firm of Hamilton & Carmichael, of Pembroke, Ont., is the inventor of an automatic continuous running board and guard rail for use on freight cars. The intention of the inventor was to remove all possibility of brakemen and other train hands meeting with injury by falling between the cars or over the sides, and a cursory examination of the model would lead one to believe that Mr. Carmichael's invention is just the proper thing. Should it be adopted by the railway companies it will no doubt prove to be a great boon to railway men. The invention is apparently inexpensive, and may be put on all ordinary freight cars without much additional expense, as all material now in use on such cars can be utilized with Mr. Carmichael's invention. Applications for patents have been made in all the principal commercial countries.

NEW AGENCY.

J. Watterson & Co., 7 St. Helen street, Montreal, have recently been appointed Canadian agents for "Best Best Poplar" brand of galvanized iron, manufactured by the Blackwall Galvanized Iron Co., London, England. The quality and finish of this iron is guaranteed by the manufacturers to be equal to any other on the market to-day, and the outlook for a good trade therein is favorable, Watterson & Co. having already received several orders from jobbing houses throughout eastern Canada.

"Who pants for glory finds but short repose
A breath revives him, or a breath o'erthrows"

Some of the cheap-quality competitors of "Enameline," the modern stove polish, have had "pants for glory" that were of "short repose" because they failed utterly to give consumers satisfaction. Those who once use "Enameline" never take any other polish.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Honora Bay Wharf," will be received at this office until Thursday, 10th March next, 1898, for the construction of a wharf with approach, on Honora Bay, Manitoulin Island, Algoma County, Ont., according to a plan and a specification to be seen at the offices of H. A. Gray, Esq., engineer in charge harbor works, Ontario, Confederation Life Building, Toronto; and the Postmaster of Honora, Manitoulin Island, Algoma County, Ont.; and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of senderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for eight hundred dollars ($800), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, Feb. 11th, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (01)

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

Coldbrook Iron and Steel Co., Limited

Manufacturers of all kinds of **Bar Iron**

Gordon Wire and Wire Nail Works

MANUFACTURERS OF

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies.

ORDERS PROMPTLY EXECUTED.

W. H. THORNE & CO., Limited

ST. JOHN, N.B.

Gold Scales

— FOR —

KLONDIKE

LAMPLOUGH & McNAUGHTON

MONTREAL.

INDUSTRIAL NOTES.

ACETYLENE gas is said to be making headway in many parts of Manitoba, particularly at Morden, where apparatus is manufactured. The regulations for the use of acetylene are much less severe in Manitoba than in Ontario.

Sheldon & Son, Aylmer, Ont., iron founders, are moving into larger premises.

E. K. Simpson & Co., engineers and machinists, have begun business in Berlin, Ont.

The employes of the Westinghouse Air Brake Co., Hamilton, Ont., are working 13 hours per day.

The Berlin, Ont., Waterworks Co. are going to put in a system of waterworks in Waterloo, Ont., this season.

An acetylene gas company is to be established in Carleton Place, Ont., and it has already asked for street privileges.

The Detroit Lubricator Co. has recently received orders for 100 locomotive lubricators, which are to be shipped to China and Japan.

The Page Wire Fence Co. have received an order from the Atlantic and Lake Superior Railway Co. for 200 miles of standard railway fencing. This amount of fencing will make about thirty car loads.

John Benn, proprietor and manager of the dynamite works at Ontario, has sold out to Daniel Smith, Montreal. The new firm will be known as the Ontario Powder Works. Mr. Benn will be retained as manager.

A WISE ORDER-IN-COUNCIL.

Mr. L. A. Phillips, purchasing agent of the Alaska Exploration Co., came to Montreal early in February to make purchases for his company. A couple of weeks ago orders had amounted to $200,000, when it was learned that he could not get vessels from Vancouver to transport the goods northwards, and that they would have to be shipped from San Francisco, Cal. Under the existing coasting laws he would have had to pay duty on re-entering the goods into Canadian territory. He appealed to the Canadian Government, stating that unless the goods he bought in Canada were admitted into the Klondyke district of Canada free he would be compelled to cancel all orders. The Cabinet, at a subsequent meeting passed an order-in-council to the effect that goods bought in Canada and which go through the United States in bond shall be allowed to re-enter Canada free of duty.

In an interview, Mr. Phillips since stated that his orders for goods would amount to over half a million dollar's worth.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

Plumber and Steam-Fitter

PLUMBING AND HEATING NOTES.

THE Guelph Foundry Co. have put their first hot air furnace into the new residence of Robert McDonald, Neave street, Guelph.

Maurice White, plumber, Dorchester, N.B., is offering 40c. on the dollar.

The Acetylene Lighting Co., London, Ont., have obtained charter of incorporation.

A building permit has been taken out by Gough Bros., for alterations to their premises, 6 and 8 Queen street west, Toronto, to cost $1,000.

A permit has been issued for the new building to be erected on the site of the old John Eaton store, Toronto. Ald. Denison is preparing the plans for the structure, which will be a five-storey brick.

The contract for the erection of Mrs. Campbell's new brick hotel, Chatsworth, Ont., was awarded to Messrs. Henry Collins and J. Taylor, for the sum of $1,150. The building is to be completed by Aug. 15.

In a banana eating contest at a plumbers' reception in Boston, Mass., one plumber ate 17 in four seconds, and two others 16½ each in the same time. And yet plumbers resent the statement that they are, as a class, voracious.

The Bank of Hamilton will make extensive improvements to the Richardson block, Winnipeg, this year, converting it into bank premises and an office building at a cost of $30,000. It is located on one of the best sites in the city, and was formerly owned by Mr. George Richardson, of Toronto.

Electrician Tom Proctor was busily engaged superintending the unpacking of a large consignment of electric lighting supplies recently. Tom says there are a half dozen equally big consignments to arrive yet. He has filled 125 orders for house lights already, and says he has about 200 still to cover. Tom is a hustler.—Fort William Journal.

HOW SOME PLUMBERS ARE MADE.

A plumbing exchange has received a letter from a tinsmith, who desired to know the name of some good books for beginners. He stated that though he knew very little about plumbing, he was compelled to work at it. The town he works in had a pumping plant installed to furnish water under pressure, and as kitchen boilers, bath tubs, closets, etc., would, of course, be used, he wanted to learn how to put in and keep in repair these appliances. This exchange remarks that this is one reason why there are so many plumbers.

SUING AN OLD EMPLOYE.

The case of the Stove Heater Co. v. W. G. Ritchie is being heard before the County Court, Toronto. It is a suit by the Heater Co., whose place of business is in Chicago, against Ritchie, a plumber, of Toronto, to recover $610 on two promissory notes made on October 1, 1895, by the defendant. The plaintiffs admit that Ritchie has already paid $100.90 on the claim. According to the defence, the plaintiffs hold the notes without consideration, and that they were obtained by fraud and misrepresentation. At the time the notes were made Ritchie was in the employ of the company in the capacity of secretary-treasurer, and he purchased thirty shares of stock in the company in order that he might hold his position, and paid to the company $500 on account. The company got into financial difficulties, and Ritchie lost his position. He now claims that the company owe him $225 salary, and in his counter claim asks for $1,000 damages.

The Lucas block will be a substantial and handsome building with a bank and two shops on the first floor, and a photograph studio, law office, dental surgery and other offices on the second floor. The plans have been drafted by Mr. Forster, architect, of Owen Sound, and the block promises to be an important acquisition to the place.—Markdale Standard.

TORONTO PLUMBERS ELECT OFFICERS.

The Master Plumbers' Association, of Toronto, held a lively meeting in their rooms, in Pythian Hall, on Monday night, and elected the following officers:

President—James B. Fitzsimons.
First vice-president—James H. Wilson.
Second vice-president—A. S. Bates.
Secretary—W G. Ritchie.
Treasurer—D. Fiddis.
Sergeant-at-arms—J. R Seager.

The affairs of the association are in an encouraging condition, and the members of the association are determined that, with the returning tide of revival in the building trade, they will do their utmost to keep irresponsible and incompetent parties entirely out of the trade, and thus protect the public from the serious consequences of having bad plumbing in their houses.

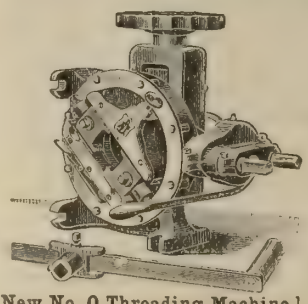
W. Mansell, secretary of National Association of Master Plumbers, was present, and gave an encouraging report of the affairs of the association all over the Dominion.

At the next meeting of the association there will be light refreshments and general good fellowship, to enable the members to become better acquainted with the personal qualities of their compatriots in trade.

PIPE CONTRACT FOR THE STATES.

R. D. Wood & Co., of Philadelphia, have secured a contract for supplying about 552 tons of 3, 4 and 6-inch cast iron pipes and fittings for the Hastings Corporation, London. The prices obtained for the pipe are said to be £5 5s. for the 3-inch pipe, £5 for the 4-inch and 6-inch, and £9 for the fittings.

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES
(Hand or Power)



New No. 0 Threading Machine.

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office. 139 Centre Street

Bridgeport, Conn.

MORTALITY AMONG PLUMBERS.

There has just been issued by the registrar-general of England and Wales, says The Plumber and Decorator, a voluminous blue book dealing with the mortality of men engaged in different occupations, and some very interesting facts are given respecting plumbers. Under this heading, which, by the way, includes the kindred occupations of painters and glaziers, there were enumerated, at the last census, 166,135 males above 15 years of age, and during the years 1890, 1891 and 1892 there were registered 7,545 deaths among this body. The comparative mortality figure of plumbers at 25-65 years of age—the main working period of life—is 1,120, as compared with 1,000 for all males.

From lead poisoning these workers suffer severely, the deaths which are definitely returned under this head giving the high mortality figure of 19. It is true that this is small when compared with the enormous mortality of lead workers and file makers from the same cause, but the two latter are the only occupations in which the mortality from this disease exceeds that of plumbers, painters, and glaziers. Separate examinations of the returns relating to plumbers on the one hand and to painters and glaziers on the other shows very little difference in the liability of these workers to lead poisoning, the difference, such as it is, being slightly unfavorable to plumbers. Many of the workers, however, follow both occupations. Lead poisoning is probably the primary cause of the excessive mortality from gout and from diseases of the nervous and urinary systems. From phthisis, cancer, bronchitis, and Bright's disease the death rate of plumbers is in excess of the average.

CATALOGUES, BOOKLETS, ETC.

BICYCLE ACCESSORIES, ETC.

ONE of the most comprehensive catalogues that has been received by HARDWARE AND METAL this year is the catalogue of bicycle accessories, sundries, tires, etc., recently issued by Rice Lewis & Son, Limited, Toronto. The comprehensiveness of this catalogue will be well understood by a dealer when it is known that this book contains nearly 400 illustrations, besides prices and reading matter. There are 25 illustrations of seats alone, and other accessories are proportionately displayed. The illustrations of steel fittings in electrically welded seats are especially interesting and should prove instructive to even an expert machinist, yet they are such that a tyro should be able to understand their details. The book would be well worth having for the information imparted regarding locks, lamps and pumps alone, but as full information is given regarding each department, it is in every respect a book that bicycle dealers and machinists should be acquainted with.

A BICYCLE CATALOGUE.

The Buffalo Wheel Co., the makers of the Niagara bicycle, have issued a neat catalogue giving full description of the principal models of their wheels. These wheels will sell at $50 and $75, and are strong looking and tasty in design. The catalogue is compact, yet comprehensive.

PLUMBING AND HEATING CONTRACTS.

Labelle & Deschamps, Montreal, have secured the contract for the plumbing and roofing of two houses for J. Picard.

E. C. Mount & Co., Montreal, have the contract for the plumbing, heating and ventilating of a house for H. R. Pohoran.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, have the contract for the steam heating of the house of refuge for the county of Peel, Ont., at Brampton.

Purdy, Mansell & Mashinter have the contract for the plumbing and heating for the addition to the warehouse of the W. R. Brock Co., Limited, on Bay street, Toronto.

Fiddes & Hogarth have contracts for the plumbing and heating of the new Royal hotel, Hamilton, which will require 27 closets, 20 baths and 22 basins; for the plumbing of four stores on King street east, Toronto; for the plumbing of a factory building on Eastern avenue, and for the plumbing and electric wiring of the house of industry for the county of Simcoe at Beeton, Ont.

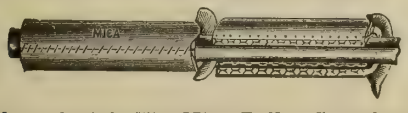
BOILER MAKERS ON STRIKE.

The boiler makers employed by the Albion Iron Works, Victoria, B.C., went out on strike recently. The men asked for $3.50 per day as union wages, that no "helpers" shall be employed except those from the works, and that the men must have overtime wages at the rate of time and a half. The company have expressed willingless to pay the wages asked, but object to the other demands, especially as to the demand regarding helpers, for if granted, this stipulation would prevent the company employing competent helpers belonging to the crews of ships they were doing work upon.

FOR SALE.

TINSMITHS' TOOLS, FULL SET, INVOICED $323, will take $150. Address, 738 Queen East, Toronto. (10)

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

INVERNESS, P Q., Feb. 14th, 1898.
WANZER LAMP & MFG. CO.,
Hamilton, Ont.

GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.

Very truly yours,
JOHN YOUNG.

Write us for illustrated and descriptive pamphlets and testimonials.

WANZER.

WANZER LAMP & MFG. CO.
Hamilton, Ont.

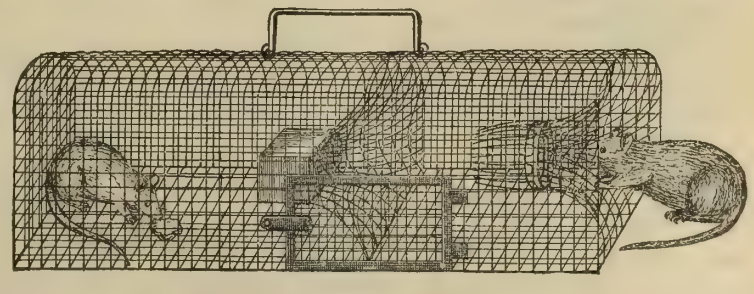
The Smith & Egge Manfg. Co.

Manufacturers of BRIDGEPORT, CONN.

"YANKEE" RAT AND MOUSE TRAPS

The most Ingenious and Effective Traps ever made. Surest, Safest, Cleanest. . . .

These Traps are well and strongly made, and thoroughly galvanized. All Traps carefully packed and shipped in strong crates.



THE D. MOORE CO., Limited, Hamilton, Agents for Canada.

BICYCLE SUNDRIES AND PADLOCKS

"GIANT" METAL SASH CHAIN,
"Red Metal" and Steel
SASH PULLEYS,
Iron and Bronze.

PLUMBERS' CHAINS.
PLUMBERS' TANK PULLS.
PIPE STRAPS, 8 HOOKS,
AND SPLIT LINKS.

Sole Manufacturers of the

"EUREKA" PATENT SHEAR. A useful and cheap tool for cutting rods and strap metal. SEND FOR ILLUSTRATED CATALOGUE.

CORPORATE MARK

✱ ✠

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

Mar. 4, 1898.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60 "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"		1 90
inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62¼, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 46
Boiled, per gal. net	....	0 49

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	....	0 51

Outside points 2c. more.

Castor Oil.

In cases, per lb	....	0 09½
Small lots	....	0 10½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	[illegible]
Strip	0 16	[illegible]
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol. dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pisto sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
Primers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	....	6 00
Forest Clipper	....	6 25
Lance	8 50	9 00
Mann's	6 25	8 00
Maple Leaf	....	7 25
Hand Made	....	7 50
Climax	....	7 75
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	2 ?00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian, Portland	2 50
English "	2 50
Belgium "	2 35
Canadian hydraulic	1 10

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn s, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Closets.

Richelieu, embossed	2 75
" plain	2 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz 85 1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 60 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 0)
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz 3 60 4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair 0 13½ 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.
Belt, per 1,000 .... 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern "M" brand	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d.................................. 2 50
4 and 5d............................ 2 25
6 and 7d............................ 2 15
8 and 9d............................ 2 00
10 and 12d.......................... 1 95
16 and 20d.......................... 1 90
30, 40, 50 and 60d. (base).. .... 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.9J f.o.b. Montreal. Carload lots, 5c. per keg less than ab ve figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1·00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L....................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6.............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8¼
⅜ in......................	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb........................ 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................
"Empire," McMillan&Haynes, per ft.................. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz............... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador....... " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross........... 3 50 5 00
Grind. per ton............... 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..............................
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per b........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch....................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, 35 per cent. ; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd.....................	....	....
Plain twist....................	....	

Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

Scales! Scales!

IMPERIAL STANDARD SCALES

Scales for all purposes, of all capacities from ⅛ ounce to 100 tons. In quality of material, finish and accuracy of adjustment unsurpassed.

Burrow, Stewart & Milne
Manufacturers, HAMILTON.

ONE MOMENT?

— HAVE YOU TRIED —

Best Best Poplar Brand Galvanized Iron

Patent Flattened Sheets.
GUARANTEED.

BEAUTIFUL IN FINISH
PERFECTLY FLAT
UNEQUALLED IN QUALITY
EVEN IN THICKNESS

Manufactured by

BLACKWALL GALVANIZED IRON CO.
LONDON, ENGLAND.

J. WATTERSON & CO.
Sole Agents for Canada . . . Montreal

STAR HACK SAWS BUTCHER SAWS BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than $1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO. 93 Reade Street NEW YORK

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

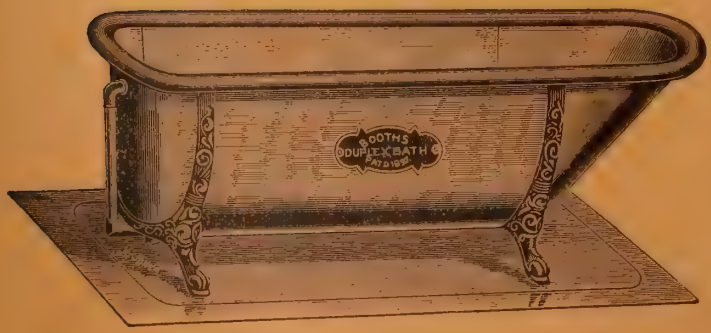
Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00



LIBERAL DISCOUNT TO TRADE.

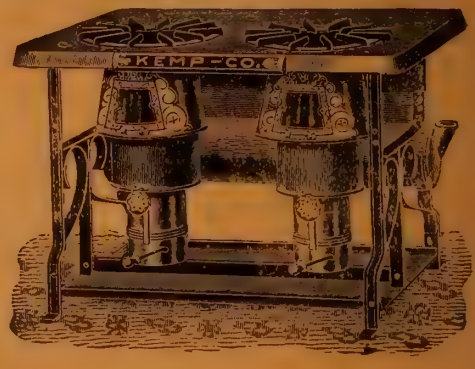
The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

Kemp's...

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.

Toronto, Canada

In Wood Stoves

there's nothing to equal

Our

Oxford . . . Chancellor

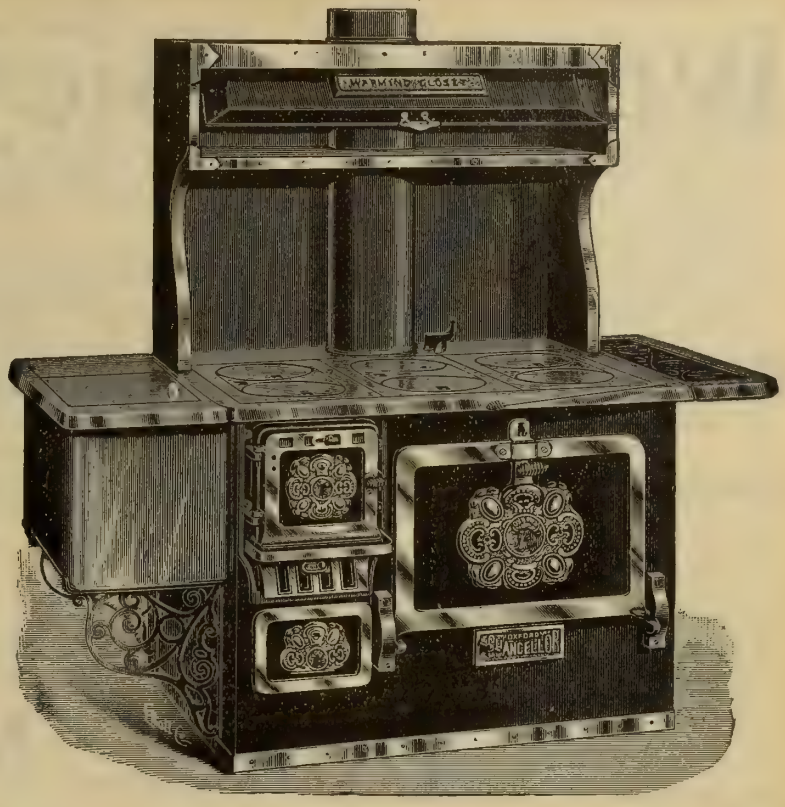
MADE IN 2 SIZES.

It is a handsome Steel Plate Range that burns the coarsest wood.

The ovens are quick working and extra large, 20 x 22 x 14 or 16 x 21½ x 14.

The Chancellor recommends itself on sight, and has earned a wonderful popularity all over the country. It will give your customers life-long satisfaction. We guarantee every range.

If you aren't handling them, send at once for Price List.



THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

1898 **PHOENIX BICYCLE** 1898

EQUAL TO THE BEST.

Note the new features in . . . **Forks, Cranks and Bearings.**

There are still a few towns open for the appointment of agents.

WRITE FOR DESCRIPTIVE CATALOGUES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

SOLE AGENTS FOR PROVINCE OF ONTARIO.

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

MONARCH
HORSE NAILS

BEST STOCK. DRIVE BEST. HOLD BEST.

Write us for Samples and Prices.

MARITIME NAIL CO., Limited, - St. John, N. B.

DO YOU TRADE WITH FARMERS ?

INDURATED FIBREWARE is now used on all well-equipped farms.

Farmers find it the best all-round ware for the Farm, Dairy and Household.

All hardware storekeepers cultivating the farmers' trade should be supplied with a full line of Indurated Fibreware. Send for prices, terms and discounts.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MARCH 12, 1898 No. 11

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

COMPETITION IN BAR IRON.

IT is reported that rolling mills in Montreal are meeting with considerable competition in bar iron from mills at St. John, N.B. The latter have not been a factor in Quebec province in previous years, but this spring their representatives are covering the ground as far east as Quebec, Sherbrooke and other points, as a consequence of more favorable railway rates. The result is that bar iron prices, at the points in question, are lower than they are further west.

It is curious to note in this connection, also, that mills in Montreal are doing business in Nova Scotia despite the fact that New Brunswick concerns have invaded their territory in Quebec.

Recent contracts put through by Halifax buyers have called for $1.30, net cash Montreal.

Allowing for the freight from Montreal to Halifax, it is curious that with the shorter distance from St. John, mills there can sell goods as far west as Quebec, and yet not be able to keep their Montreal competitors out of their own territory in Nova Scotia.

Never does a man exhibit his ignorance more than when he asserts he knows everything regarding his business.

HORSE NAILS UNSETTLED.

The horse nail market has been unsettled recently, as a result of free offers at different points in the Eastern Townships and down around Quebec, by maritime province nail makers.

As is well known, there is a large concern down there that is not a member of the Horse Nail Association. Latterly this company decided to do business in Quebec and Ontario and offered lower prices to do so.

The invasion of their territory, on such terms, was resented by makers at Montreal, and the latter have met the cut of their eastern competitor, and the outcome is the present unsettled condition of the market.

The action of this Montreal firm has taken the shape of offering a special brand of nail, known as the "Acadian" which is being offered to the regular trade at a list discount of 50 and 20 off. As the discount on the regular brands has been and still is 50 per cent., it will be seen that the cut is quite a radical one.

Prejudice would blind a man even if he had twenty instead of two eyes.

AN UNBUSINESSLIKE ACT.

IT is to be regretted that the United States Senate saw fit to adopt the bill it did last Friday regarding bonding privileges at Fort Wrangel.

The Stickeen, like the Yukon, is a free river, although it runs for about twenty miles through United States territory. Unfortunately, on account of the shallow character of the river, ocean vessels cannot ascend it for any distance, thus necessitating the transhipment at Fort Wrangel of goods and passengers destined for up-the-river points or for the Yukon district.

The bill in question lays down the conditions under which this transhipment shall be made.

The first condition is that the Canadian Government shall not give exclusive privileges for the transportation of passengers and freight through British Columbia or the Northwest Territories.

Then it is further stipulated (1) that every citizen of the United States who desires to enter the Dominion for the purpose of mining in British Columbia or the Northwest Territories, shall be allowed to carry in, free of duty, clothing and provisions to the amount of one thousand pounds; (2) that fishing vessels of the United States shall have the privilege of entering Canadian ports for the purpose of purchasing bait and all other supplies, and (3) that such vessels shall be allowed to transport their cargoes of fish and ship them through Canada to points in the United States free of duty, in the same manner as other merchandise.

Again we say it is to be regretted that Congress allowed the bill to pass. It can

do no earthly good ; it can stir up unpleasant feelings.

The bill may meet the approval of President McKinley, although that has yet to be demonstrated ; but we can scarcely believe it will meet with the approval of the business men of the United States. It is so utterly unbusinesslike and unreasonable.

Let any business man in the United States contemplate what his feelings would be if Canada were to pass similar legislation affecting his country. He would naturally boil over with indignation and very properly tell us to go and mind our own business.

The Bill passed by the United States Senate may induce Canada to change her plans regarding the Yukon Railway. She may decide to make the railway a couple of hundred miles longer and start it from a Pacific port within her own territory. As to complying with the conditions laid down in the bill she never will. The people of the United States would not if the boot was on the other foot, and the same blood that flows through their veins flows through ours.

PRISON-MADE BICYCLES.

It appears that one or more bicycle manufacturing firms in the United States are turning out their product by the aid of prison labor.

In view of these facts, it would be well for the Customs Department to assure itself that none of the cheap bicycles which have been coming into Canada lately are made by these firms.

Paragraph 641 of the tariff clearly prohibits the importation of "goods manufactured or produced wholly or in part by prison labor." If, therefore, any of those prison-made bicycles are being imported into Canada, the authorities have the necessary machinery for keeping them out. And there is no question regarding the righteousness of keeping them out, especially as the labor employed in making the bicycles is secured at the rate of forty cents per day.

ST. JOHN'S WINTER PORT TRADE.

Up to the end of February the winter port steamers from St. John, N.B., to Liverpool, London, Glasgow, Belfast and Dublin, had carried outward cargoes to the value of about $3,120,000. Last year the total for the whole season was less than $5,000,000, and the year before (the first year of the service from St. John) it was less than $3,000,000. The total this year will be at least as much greater than that of 1896-97 as that year's business was in excess of 1895-96. The amount of inward cargo for western points also shows a very great increase.

Speaking again of exports, the proportion of United States produce taken thus far this season amounted in value to nearly $600,000. It included fresh and cured meats, grapes, sugar, cotton, cattle, grain, flour and other produce. The whole of the cargoes this year show a larger proportion of western goods and less of lumber.

LEAD TRAP LIST CHANGED.

ON ACCOUNT of favorable prices, a few lead traps of United States manufacture have been coming into Canada lately, and there was a possibility of more following. The manufacturers have, however, nipped the possibility in the bud, having just issued a new list, designed to keep out the foreign article.

The new list has been constructed on the same basis as that which obtains in the United States, and applies only to Ontario and the west. In Quebec the old list still exists.

Being designed to compete with United States manufacturers, the prices in the new list are naturally lower than those which they succeeded. Taken all round, prices are about 15 per cent. lower, while the discount is now 40 per cent.

The following is the new list :

LEAD TRAPS.

	STANDARD.				
	1¼ in.	1½ in.	2 in.	3 in.	4 in.
Full S	$0 50	$0 60	$1 05	$1 85	$2 20
¾ S	0 50	0 60	1 05	1 80	2 05
P	0 45	0 55	0 95	1 60	1 70
Running	0 40	0 50	0 80	1 40	1 55
Running Y	0 45	0 55	0 95	1 70	2 00
Bag	0 60	0 80	1 35	2 15	3 10
S Bend	0 22	0 30	0 45	0 75	1 00
L Bend	0 28	0 35	0 60	0 95	1 25
	EXTRA HEAVY.				
Fulls	0 85	0 95	1 40	2 40	3 20
¾ S	0 85	0 95	1 40	2 35	3 00
P	0 75	0 85	1 25	2 15	2 40
Running	0 63	0 75	1 00	1 85	2 20
Running Y	0 65	0 85	1 25	2 25	2 85
Bag	1 05	1 20	1 85	2 90	4 55
S Bend	0 36	0 45	0 60	1 00	1 45
L Bend	0 48	0 58	0 80	1 30	1 85

	STANDARD.				
For extra long traps and bands add	0 03	0 04	0 06	0 08½	0 10
Extra heavy — For each inch over regular size	0 05½	0 06½	0 08	0 10½	0 12½

It is conceded by everyone whom HARDWARE AND METAL has spoken to in regard to the matter that the above list will effectively keep out United States made traps.

WIRE CONSOLIDATION EFFECTED.

THE scheme which has for its object the consolidation of the wire rod, wire and wire nail factories in the United States appears to have at last been practically consummated.

In last week's HARDWARE AND METAL it was stated that a hitch in the proceedings had occurred over the capital stock of the concern, it being contended by some of the parties to the consolidation that $87,000,000 was excessive, the sum originally intended being $30,000,000. This point, however, appears to have been amicably settled. At any rate, at a meeting held in New York on Friday last a capitalization of $50,000,000 was decided upon.

The consolidated concern is to be known as the American Steel and Wire Co., and will include, besides the smaller ones, all the large wire rod and wire companies in the United States. Incorporation is to be obtained under the laws of Illinois, and the final adoption of the plan of consolidation will take place on April 1.

The scheme is a most gigantic one, for the new corporation will own nearly all the mills in Ohio, Illinois, Massachusetts, Kansas, Missouri and Pennsylvania, while it will control the Jackson mines of the Cleveland Rolling Mills Co., and the Oliver-Carnegie purchases on the Messaba range, together with the Norrie and Tilden mines, so it will be seen the consolidation aims at the control of mines as well as of factories.

The outside capital which is to be introduced is designed to be used in purchasing the small plants involved in the consolidation. The representatives of the larger plants will take stock in the new concern, although it is understood that some of them, like their smaller brethren, will take cash for their plants.

The patent rights covering barb wire and articles manufactured from steel wire rods will be purchased by the consolidated company, which will also control the manufacture of wire nails.

What effect the consolidation will have upon prices remains to be seen. One of the prominent members of the new corporation declared, a few days ago, that the combining of the many plants would enable wire and wire products to be made "at a reasonable profit to the corporation, while at the

time same giving the products to the public much cheaper than can be done at present." Wire nails, he declared, would be produced at a lower cost than they even are now.

If the new corporation does not depart from this principle it will have established a precedent somewhat unique, for consolidations of this kind are not usually formed to keep prices down. And the ground upon which the American Steel & Wire Co. expects to accomplish its professed purpose is, that, by the consolidation, there will be a saving in the executive departments of the wire mills, while the corporation would, furthermore, own its own mines directly.

It is worthy of note that the formation of the new corporation has not had the effect of weakening prices.

A GEOGRAPHICAL BLUNDER.

CERTAIN daily papers in Toronto have been in the habit of facetiously terming Hamilton a suburb of Toronto, but it is reserved for Modern Machinery, a Chicago trade journal, to seriously infer such a thing.

In the January number of that publication are a photograph and a couple of diagrams of the electrically-operated drawbridge which spans the Burlington canal, the gateway to Hamilton bay.

Under the reproduction of the photograph showing the bridge are the words: "Electrically-Operated Drawbridge at Toronto," while the article which describes the bridge and the manner of operating it starts off as follows: "An interesting application of electricity to the propulsion of a drawbridge is embodied in the case of the Burlington bay channel swingbridge of Toronto."

HARDWARE AND METAL would remind Modern Machinery that the bridge in question is some 40 miles from Toronto, and that Burlington Bay laves the shore not of Toronto, but of Hamilton.

Our contemporary's error is bad enough, but it is not quite as bad as that of a daily paper in London, England, which a few years ago, in referring to the C.P.R. bridge that was being built across the St. Lawrence river, said that it would reach from Montreal to Port Huron.

UNITED STATES TRADE WITH CANADA.

IT is a fact worthy of note that the little that is heard in regard to reciprocal trade relations between Canada and the United States comes from the latter country. There was a time when Canada did all the importuning and practically all the talking in regard to this question. But now while neither country is importuning, practically all the talking is being done by the newspapers and people across the border.

Only the other day an address was delivered before the Boston Chamber of Commerce in which a reciprocity treaty with Canada was warmly advocated.

The day, however, when such a treaty shall come into operation is not yet in its dawning. Canada has ceased to seek for it, and those in the United States who favor reciprocity with the Dominion are not numerous enough to make their influence felt.

The N. Y. Journal of Commerce, in a recent article in favor of reciprocity with this country, declared that the only successful reciprocity experiment the United States ever tried was with Canada. "For eight years prior to reciprocity," continued that journal, "our annual average exports to Canada were a little over $9,000,000; during the eight years of the treaty they were well over $25,000,000."

But as in Canada, so in the United States, it is political exigencies and not business commonsense which is the predominating influence with the legislators, and, consequently, reciprocity agitation is for the adoption of the principle to the Central and Southern American countries, not one of which buys even approximately as much from the United States as does Canada.

The value of the goods imported last year into Canada from the United States, for home consumption, was $61,649,041. Now, according to the figures compiled from the official report of the United States Bureau of Industries, the total exports of the United States to Mexico, the West Indies, Brazil and all other South American countries, were only $80,478,863. In other words, a score or more of countries between them took only about $19,000,000 worth more of United States products than did the Dominion of Canada.

Perhaps by and bye the many in the United States will see what the very few there now do, namely, the advantage of closer trade relations with Canada. Then reciprocity may come within the purview of practical politics, but until then it is like the east is unto the west for distance of attainment.

A GOOD SIGN.

One of the most satisfactory of trade features is the character of the clearing house returns.

The aggregate clearings of the six cities of Montreal, Toronto, Winnipeg, Halifax, Hamilton, and St. John N.B., for the first two months of the present year were $226,261,632 compared with $166,003,409 for the same period of 1897, an increase of 36 per cent.

The new year is doing well and may it keep it up.

AN INVENTIVE PREACHER.

The Victoria Times states that Rev. W. W. Baer, formerly of Victoria, who patented an attachment for a typewriter, by which the carriage is automatically returned when the end of a line is reached, has sold the United States interest in his invention for $20,000 cash, with the conditions that he is to superintend its manufacture for one year at a salary of $3,000, and that afterwards he is to receive one-third of the profits derived from its manufacture.

TRADE CHAT.

The Lloyd Foundry Co. made a large casting last week for the D.A.R. It weighed about 1,300 pounds and is to be used in the hydraulic press. The cast was the heaviest ever made by the company, and it was a complete success.—Outlook, Middlesex.

The official returns for the first seven months of the fiscal year ending Jan. 31 show a total increase of Canadian trade of $31,690,000. The increase in exports amounted to over $24,000,000 and imports $7,000,000. The revenue is bettered by $800,000.

James Stewart, who had been a resident of Meaford, Ont., for upward of 40 years, died on Friday, aged 78. Mr. Stewart was for many years a leading merchant and grain buyer. He was several times mayor of the town and was town treasurer for many years.

SOME FACTS ABOUT WIRE.

HOW many of those who sell and use wire have any idea what operations it goes through in the process of manufacture? Wire-making practice has, of course, changed in recent years as have most manufacturing processes. The earliest forms of wire were hammered from rough bars. This crude way was superseded later when it was discovered how to draw, and this method of wire-drawing is now universally applied for wires of any material. Modern wire-making forms the subject of a very interesting article in The Sibley Journal of Engineering from the pen of Mr. A. L. Orton, who surveys the industry from one end to the other. In the case of iron wire, he explains, the metal is first converted from "bloom" to "billets" and from "billets" to "rods" at one heat. This is accomplished by a long train of rolls which pass the rods from one to the other. The rods average from 2 to 600 yards in length. Very large sizes of wire may be made by continued rolling of the rods.

The rods thus produced by rolling in the heated state are made into wire by the process of "cold drawing." By this process the rods of iron and steel, rolled several hundred yards long, are first pointed at one end by hammering or by a special machine, and are then cleansed by washing in a bath of dilute sulphuric or hydrochloric acid, and afterwards are immersed in lime-water to give a drawing surface. After drying by heat they are ready for the drawing mill, which consists of a series of horizontal drums or pulleys, 10 to 30 in. in diameter, termed "blocks," mounted on vertical axes on long benches. Accompanying each drum are drawplates and pincer drawers. The drawplates are discs or blocks of cast steel drilled with tapering holes, the small ends of which correspond exactly to the size of wire to be drawn from it. The form of the hole, of course, determines the form of cross-section of the wire, which is usually circular, though not necessarily so. When the holes become worn from use, and depart from their original gauge, the metal is hammered around the small end, closing it, after which it is reamed out to standard size. Where great uniformity of gauge is required, as in fine gold or platinum wire, perforated rubies or similar hard minerals are fitted in the drawplate. The drawplates are clamped in vises fixed to the bench. As the tapering end of the rod is inserted in the hole of the plate, mechanical pincers seize it and pull it through. The pincers are fixed on horizontal arms, which are moved backward by cams fixed on the axes which rotate the drums. The wire as it is pulled through by the pincers is wound on the drums. The bottom of the drum is fitted with recesses to correspond with projections on a cam mounted on the same axis. The drum can be raised so as not to be in contact with the cam, and then may be turned freely on a spindle. When enough wire has been drawn through the drawplate by the pincers to make one turn round the drum, the wire is taken from the pincers and fastened to the drum, which is lowered, and the cam fitting in its base turns it and winds the wire upon the drum. The drums draw from five to seven hundred feet per minute for ordinary wire, and somewhat slower for crucible steel. The wire has now been drawn down one size, reducing the diameter about 10 per cent., and the process is continued until the proper gauge is attained. It is said that copper wire may be reduced fifteen sizes at one drawing. In continuous wire-drawing several drums are placed in line on a frame so that the wire winds on and off each one successively. Between the drums rotating discs, made of some extremely hard substance reamed out to size, are placed so that the wire passes through them. The holes in the succeeding discs are smaller than those in the preceding ones. Thus the cross-section may be reduced a number of sizes in one operation. Of course, the speeds of the drums are proportional to the elongations produced by the reducing of the diameter of the wire, and have to be very exactly regulated so that there may be no undue stretch or slack between the drums. The drawing is facilitated by the application of lubricants; a kind of grease for the larger grades, and liquids such as soapy water and milk for the smaller. Where a straw-colored wire is not objectionable, a weak solution of copper sulphate is used as the drawing liquor. These lubricants coat the wire with a mucilaginous or metallic film, so as to preserve it from oxidation and leave a polished surface.

Wire-drawing increases the hardness of the metal, so that the wire has to be frequently annealed during the process. In practice, fine wire is thus softened six or eight times. The annealing pots consist simply of metal chambers into which the wire is placed, and the pot is then hermetically sealed. The process of heating requires several hours at a red heat, a temperature of 600 to 700 deg. F. being best. The pots and their contents are then allowed to cool slowly. An average charge for a pot is two and a half tons of wire.

Steel commonly used in the wire trade contains from one-tenth to 1 per cent. of carbon. Four-tenths per cent. of carbon in the steel used would make steel spring wire, five-tenths ordinary wire rope and six-tenths of 1 per cent. piano wire. Where toughness is required the per centage of manganese may range as high as seven-tenths of 1 per cent.

The process of wire-drawing greatly increases the strength of the material from which it is drawn. Thus it has been found possible to temper steel wire to sustain a load equivalent to 190 tons per square inch, while 70 tons is considered large in test pieces of hard steel. Such wire, however, is not of practical use, because it is exceedingly brittle, and the brittleness increases very rapidly in proportion to the strength towards this limit. A strength of 150 tons is considered the greatest that can be combined with the essential ductility and elasticity.

Copper wire is manufactured by rolling ingots or billets into rods in the hot state, and drawing them as in the case of iron wire. Its great superiority over iron in conductivity and its freedom from electromagnetic induction, give it an immense advantage for electrical uses. Its greater price per ton is compensated by its lesser weight per unit of resistance. It has been shown, on a copper and iron line 278 miles in length, whose resistance and capacity were rendered equal, there was an increase of speed of nearly 13 per cent. as compared with iron wire. Though a large part of the telegraph service is supplied with galvanized iron wire, copper alone is employed for the long-distance telephone, the electric light, and the transmission of electric energy.

Of the other metals and alloys employed in the manufacture of wire, the most important is silicium bronze. This alloy was patented by Weiller, of Paris, in 1882, and is formed by adding silicium and sodium to copper in a certain manner. The properties of this metal shows a conductivity of 40 to 98 per cent., that of copper three to six times that of iron, although only one-fourth the weight, and tensile strength nearly equal to that of steel. It will not oxidize readily, and will, therefore, last almost indefinitely, and in France is rapidly superseding iron and steel in electric transmission. It may be made of varying strength, but its conductivity rapidly decreases as it approaches its tensile limit. That recommended for telegraph wire is an alloy showing a conductivity of 80 per cent. that of pure copper, and a tensile strength of 35 tons. When iron is used the conductivity is 16 per cent. and the strength about 25 tons, showing the silicium bronze to have five times the conductivity of, besides being much stronger than, ordinary telegraph wire, weight for weight. With a strength of 50 tons it still shows a conductivity two and a half times that of iron.

Aluminum is not regarded as a useful metal for wire manufacture, its tensile strength in this form being only 10 tons, and elastic limit very low.

ROUND BOYS IN SQUARE HOLES.

"JAMES WATT, I never saw such an idle young fellow as you are," said his grandmother; "do take a book and employ yourself usefully. For the last half hour you have not spoken a single word. Do you know what you have been doing all this time? Why, you have taken off and replaced, and taken off again, the teapot lid, and you have held alternately in the steam, first a saucer and then a spoon, and you have busied yourself in examining and collecting together the little drops formed by the condensation of the steam on the surface of the china and silver. Now, are you not ashamed to waste your time in this disgraceful manner?"

The world has certainly gained much through the old lady's failure to tell James how he could employ his time to better advantage!

"But I'm good for something," pleaded a young man whom a merchant was about to discharge for his bluntness. "You are good for nothing as a salesman," said his employer. I am sure I can be useful," said the youth. "How? Tell me how." "I don't know, sir; I don't know." "Nor do I," said the merchant, laughing at the earnestness of his clerk. "Only don't put me away, sir; don't put me away. Try me at something besides selling. I cannot sell; I know I cannot sell." I know that, too," said the principal; "that is what is wrong." "But I can make myself useful somehow," persisted the young man; I know I can." He was placed in the counting-house, where his aptitude for figures soon showed itself, and in few years he became not only chief cashier in the large store, but an eminent accountant.

Thomas Edward, of Aberdeen, Scotland, celebrated his acquisition of the art of walking by losing himself, so that father and mother, and neighbors were about to give up the search in despair, when some one happened to look in the pig-pen, and there lay the scamp fast asleep by the side of some little pigs, the brood of a sow so savage that no grown person dared venture into the sty. He had formed a taste for excursions into the wide world, and almost every day he would bring home priceless treasures, such as tadpoles, beetles, frogs, crabs, mice, rats, spiders and bugs. These pets he would liberate, and watch them run around and hide, greatly to his own delight, and the terror of everybody else. Whipping and scolding only seemed to stimulate him to greater exertions in his work of capturing living curiosities.

He had been dismissed from two schools in disgrace. He was six years old and could not write his name. He refused absolutely to go to school again, and his discouraged parents consented for him to go out and earn his living. Repression of every kind had been tried in vain upon his upspringing instincts and propensities for the study of animal life. Restraint at last removed, what glorious expression they found! How hard he worked that he might gain leisure for study! He learned the trade of a shoemaker, and worked at the bench for life, rearing a family of eleven children and stored away a wonderful amount of knowledge of birds and beasts and insects. But, from the lack of ability to read and write, he could not classify and use what he learned. So, slowly and laboriously, he acquired these useful arts. In the hope of getting money to study to better advantage, he once sold six cart-loads of specimens, the result of nine years of labor, for only twenty pounds.

He often tried to get employment as a naturalist, and failed only because he could not read and write rapidly. If he had been encouraged as a child to catch and study his charming specimens, and to learn to read and write about them, who shall say that his unequaled love of investigation would not have led him to become more than Agassiz or a Tenney? But he had been wedged so tightly into a square hole that he never got out!—Pushing to the Front.

Cheapness...

The way to judge the value of an article is by results —not price.

Paint ready for use is sold in this country by most people at 75c. gal., some at 90c. gal. and some at $1.00 gal.

THE SHERWIN-WILLIAMS PAINT

is sold to **everyone** at $1.20 per gallon. It is the highest priced house paint you can buy, but not the most expensive, and it pays. Pays the dealer and pays the consumer.

It pays so well that there is more than **twice** the quantity being sold this year than there was last.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

KLONDYKE NOTES.

The Slocan City News says that four and a half dollars a day is being offered to miners in the Slocan, as they are all pulling out for Klondyke.

A recent Edmonton despatch states that 400 sleighs have left that town within three weeks for Klondyke.

At a London, Eng., club, recently, a resolution was passed to the effect that any man who said Klondyke at dinner would be fined 6d. After dinner on the same evening £3 was collected in fines and sent to a poor fund.

Two special colonist cars were attached to the regular train going west on the G. T. R. recently. The passengers on board were from various parts of the province of Quebec and were bound for Klondyke. A number of them were dressed in their Klondyke attire. The party are going out to prospect in the Yukon. Among their outfits were a number of lightly constructed sleds, to be used in transporting their baggage across the ice and snow.—Guelph Herald.

CATALOGUES, BOOKLETS, ETC.

ANOTHER of the many artistic paint booklets issued by the Sherwin-Williams Co., paint and varnish makers, Chicago, New York and Montreal, was received this week by HARDWARE AND METAL. It is intended for users of prepared paints, giving valuable information regarding the use of prepared paints, enamels, and varnish and oil stains. A feature of the book is a small envelope pasted on one of the pages, showing a few sample colors suggested for house-painting.

THE COPPER SITUATION.

"WE HAVE from time to time in the recent past called attention to the strong statistical position of copper—strong, that is, in the direction of European consumption exceeding the rate of supply," says The London Statist. "Except for the year 1894, when supplies exceeded deliveries, each year since 1889 has shown larger deliveries than supplies. As a consequence, the stocks, which had become so enormous at the time of the great Secretan 'corner' of 1887-88, have been absorbed, and at the present moment amount, together with shipments advised, to under 30,000 tons. This—what is termed the visible supply—is at the present approximately equivalent to about six weeks' consumption. Did we live in the old times, when it was difficult to get fresh supplies by quick means of communication and use of the telegraph, such a position as only six weeks' supply would cause consternation and fear of what may be called a copper famine. No serious apprehensions, however, are felt, though with such a state of affairs it is quite reasonable to expect a firm condition of the market, and possibly—though this depends to great extent upon the state of affairs in America—some appreciation in market prices.

"The first point that calls for observation is, that with growth of production by the mines of the world, there has been corresponding growth in the amount of copper that has been used in trade and for the arts. The production of the United States has increased with phenomenal strides. Twenty years ago the United States produced but about 21,000 tons. The estimated production for 1897 is about 212,000 tons, or more than the quantity produced by all the rest of the world. We imagine we should be not far wrong in assuming the production of the world for 1897 at 390,000 to 400,000 tons. According to Messrs. Merton's statistics, the production of 1896 was 373,000, and there has been in 1897, compared with 1896, almost a stationary rate of production in the United States. A few figures to show the estimates of production of the world and of the main producers may be here given. In the following table we set out the total world's production, the production of the United States, of Spain and Portugal, and of the rest of the world :

	World's production (Merton). Tons.	U.S. Gov't. statistics and Rothwell,* 1896-97. Tons.	Spain and Portugal Tons.	Other countries. Tons.	Average price of copper. £	s.	d.
1897	†395,000	*212,000	†55,000	†128,000	48	18	9
1896	373,000	*209,000	53,000	111,000	47	4	8
1895	334,000	170,000	55,000	109,000	42	17	6
1894	324,000	158,000	54,000	112,000	40	2	6
1893	303,000	147,000	54,000	102,000	43	6	9
1892	310,000	154,000	56,000	100,000	45	9	6
1891	279,000	127,000	54,000	98,000	51	3	0
1890	269,000	116,000	52,000	101,000	54	1	0
1889	261,000	101,000	55,000	105,000	49	10	6
1888	258,000	101,000	56,000	101,000	76	0	0
1887	224,000	81,000	54,000	89,000	42	3	0
1886	217,000	70,000	50,000	97,000	40	6	0
1885	225,000	74,000	48,000	103,000	44	1	6
1884	220,000	64,000	46,000	110,000	54	15	6
1883	199,000	51,000	45,000	103,000	63	8	9
1882	181,000	40,000	39,000	102,000	67	0	6
1881	163,000	32,000	39,000	92,000	61	1	3
1880	154,000	27,000	36,000	91,000	63	1	3
1879	152,000	23,000	33,000	96,000	57	11	0

† Our estimate.

"The reasons for the growth or use of copper are pretty generally known: The increased use of copper in the engineering trades, and particularly in the shipbuilding industry; the modern use of copper in connection with electricity for traction, power, or lighting; the very much greater employment of copper wire than was the case a few years ago for telegraphy, and of late its almost entire adoption for telephone connection; the extensive use of copper for military purposes; the use of sulphate of copper in agriculture and the fact that the public has been induced to use more extensively articles containing copper, because such articles, owing to the lower range of price of copper in recent years, have been within the reach of those who study economy in household expenses.

"The outlook of the future is for continuance of the growth of the use of copper, particularly in the near future, now that the engineering strike is ended and large electric power, lighting, etc., requirements are looming. What, then, is the outlook as to production? Here also there are the appearances of some expansion. Whether or not the United States production will grow at a continuance of the rate that has lately been witnessed cannot be said, but the opinion is held in well-informed quarters that the increases per annum will be of much more moderate dimensions than they have been of recent years. Some authorities, indeed, go so far as to say that for some time production will be almost stationary. Australia, including Tasmania, is coming to the front in a very decided way, but ability to produce anything like very large quantities will take considerable time. Still we have the fact that in 1890 the estimate of production of Australia was 7,500 tons; in 1896 it was reckoned at 11,000 tons; and the estimate for 1897 is approximately about 50 per cent. increase over 1896. But given so large an increase the total of 16,000 tons is nothing very alarming.

"Europe has been largely supplied in recent years with American copper. We have (again according to Messrs. Merton's figures) the imports into the United Kingdom and the continent from the United States showing the following growth :

1892.	1893.	1894.	1895.	1896.	1897.
Tons.	Tons.	Tons.	Tons.	Tons.	Tons.
37,000	77,000	72,000	65 000	124,000	130,000

"Producing companies in the United States have had reason to be thankful to Europe for taking so immense a quantity of copper from them during the time of depression of trade on the other side of the Atlantic. It greatly depends upon whether there is decided expansion of manufacturing activity in the United States as to whether in the near future there will be a larger proportion than at present of American production kept for home use. The impression prevails that there will be; and, recently, less has been sent abroad and more retained at home; but, then, a like impression was held at the beginning of 1897, when it was thought the United States would consume at home very much greater quantities than previously. We have authority for saying that there is not a larger stock in producers' hands than a year ago. The consumption in the United States itself—we ignore altogether consideration of stocks—may be put down as 85,000 tons in 1896 and 82,000 tons in 1897. With the economic influence of a second good harvest, there is greater probability now than a year ago of larger future home use in America.

"We append some comprehensive statistics with regard to the industry :

	Total supplies, Europe. Tons.	Total deliveries, Europe. Tons.	Deliveries more than supply. Tons.	Supply more than deliveries. Tons.	Stock and visible supply. Europe. Tons.	Price of copper, G.M.B. Highest.	Lowest.
1897	221,724	224,696	2,972	....	31,955	51¾	47
1896	206,196	217,066	10,870	....	34,927	50 7-16	40½
1895	141,129	149,976	8,847	....	55,817	47 7-16	38 11-16
1894	140,122	132,753	....	7,369	54,664	43	37⅞
1893	151,153	159,603	8,450	....	47,295	46 13-16	40⅝
1892	114,656	114,955	299	....	55,745	47 15-16	43½
1891	113,119	122,441	9,329	....	56,544	56½	44 1-16
1890	112,160	145,641	33,481	....	65,366	61½	46
1889	113,094	118,352	5,258	....	98,847	80½	35
1888*	125,710	63,906	....	61,804	104,105	107	73⅜
1887*	90,504	114,493	20,989	....	42,301	85¼	38⅛
1886	93,137	88,017	....	5,120	63,290	45¾	38½
1885	110,566	101,939	....	8,627	58,170	50	38½

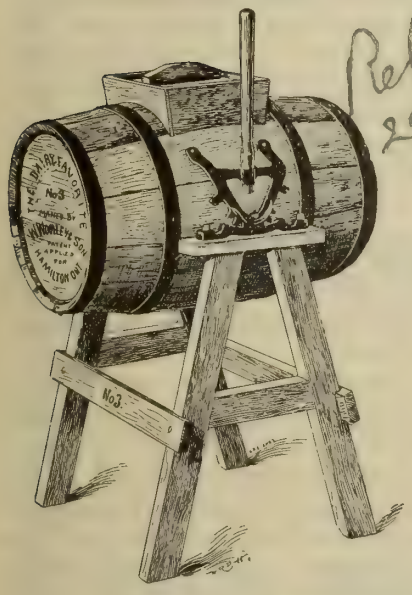
* Secretan 'corner,' and collapse of early part of 1889.

"A step has been taken this week by the members of the metal exchange which lessens, if it does not, indeed, altogether remove, the possibilities of any attempt to bring about a 'corner' in copper, such as occurred in 1897-98. By a new regulation a seller of one description of copper can, under certain understood conditions, substitute another description of copper—i.e., if he has contracted to deliver rough copper, he can comply with his bargain by delivering fine copper, or contrariwise. This puts it out of the power of speculators to pitch upon one particular description of copper and manipulate the price."

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37 Front St. West, TORONTO



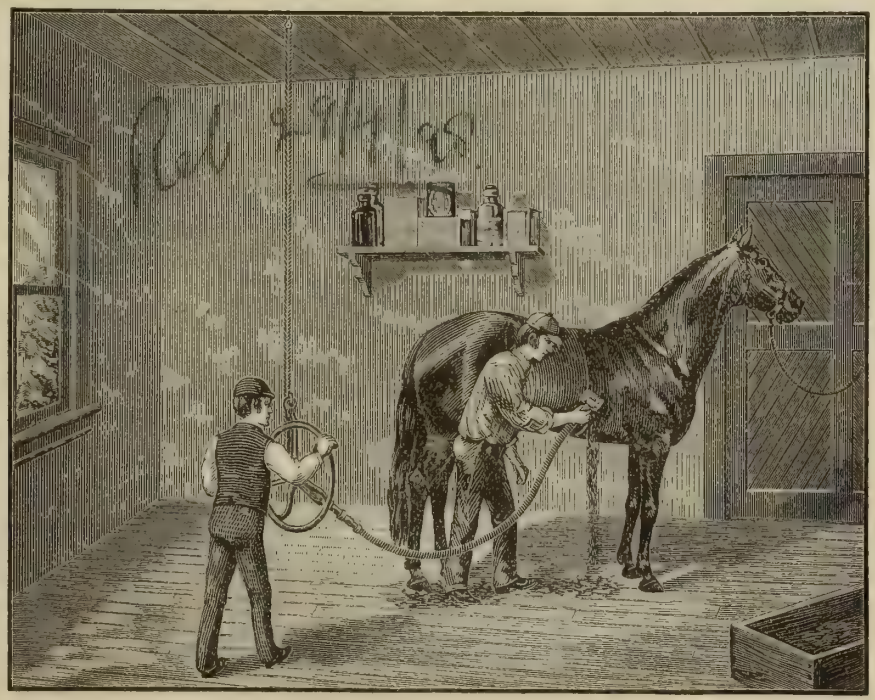
Daisy Favorite Churns

It will make more butter per gallon of cream than any revolving paddle or dash churn.
It has no iron journals that work in and through the cream to make black, greasy streaks in the butter.
It cannot get out of order ; no journals to get rickity or wear out.
It will salt, wash and work the butter in the churn, thus saving the use of the ladle and bowl.
It only requires one-quarter the labor of the crank or dash churn, thus saving the woman's drudgery ; this is no small item.
I works so easy that any child six years old can operate it.
It is the cheapest, simplest and most durable, and entire operation unexcelled by any of the good dairy churns in the market.
It is made of white oak staves, thoroughly seasoned, kiln dried, filled, and varnished in natural wood. Everyone knows there is no wood so good for butter making as oak.
An open vent, allowing continual escape of gas and ventilation, without stopping to pull a cork.

No. 1,	to churn	1 to 4	gallons of	cream.
No. 2,	"	2 to 6	"	"
No. 3,	"	2 to 8	"	"
No. 4,	"	4 to 12	"	"
No. 5,	"	8 to 16	"	"

No Belt

No Slip



Fastest Cutting

Simplest and Best

1898 **New Machine Horse Clipper** 1898

Simplest and best working machine ever made. Can't get out of order. Speed, 18,000 revolutions per minute. Always ready.

Prices are Right. Graham Wire and Cut Nails are the Best. Order at Once.

H. S. HOWLAND, SONS & CO., TORONTO.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

BUSY MANUFACTURERS.

ALL establishments are full of work, and orders continue to come to hand in a broad stream, which will keep the wheels of industry revolving for months to come. Some of the leeway lost during the suspension of operations during the strike has already been recovered, and substantial progress is everywhere being made upon delayed work. Engineering and shipbuilding establishments, in particular, are benefiting very largely. Locomotive builders are doing very well, and amongst the latest orders which have been given out are the following: Twenty express passenger engines for the Midland Railway to Sharpe, Stewart & Co., Glasgow; eighteen engines for the Dutch Rhenish Railway, Brazil, and New Zealand to the same firm; and twenty goods engines for the Midland Railway to the Vulcan Foundry, Newton-le-Willows. A number of orders on foreign and colonial account are still pending, and must swell the volume of work to be executed here, as they are not likely to go abroad. Rolling-stock makers are also actively employed, and an order for 500 trucks, goods and coal wagons with steel frames, has been recently placed with a large Staffordshire firm by the Lancashire, Derbyshire, and East Coast Railway. The Southeastern Railway have given out a number of orders, too, Craven, Limited, Darnall, having booked from them an order for eighty-two carriages, the Gloucester Carriage and Wagon Company one for seventy-one carriages, and Brown, Marshalls & Co., Birmingham, thirty carriages. Several other companies also have secured orders for smaller quantities of lavatory carriages, luggage vans, horse boxes and trucks. Shipbuilding continues active, and a number of good orders have been given out within the past week or so, amongst them being one for a battleship, which has gone to Barrow. The yards are throughout the kingdom very busy, and in most cases every available berth is occupied. The order for the engines for the large steamers now building at Belfast for Elder, Dempster & Co. has gone to Fawcett, Preston & Co., Liverpool. General engineering establishments are full of work, and in many cases report themselves as busier than they have ever been. Steelmakers have no lack of orders, one of the largest placed recently having been that for 14,000 tons of constructional steel given to a large Middlesbrough firm. Manufactured iron keeps steady, with a good demand for most descriptions.—Ironmonger, London, Eng.

BICYCLES FOR GERMANY.

The most active foreign market for bicycles at present is Germany. The shipments about to be made this week for Hamburg and Bremen, between two manfacturers' agents, will reach to more than $35,000 worth. In these shipments there are said to be more of the cheaper grade of wheels than any other kind. These transactions are also said to include stock orders for several small inland concerns. There are more wheels being bought for Germany, however, than for any other market, and the advantage of the trade is the size of the orders, which, in most cases, are large. The shipments this week will be extraordinary for both ports above mentioned, and they will continue in almost equal proportions during the month.—N.Y. Journal of Commerce.

NEW YORK MARKETS.

NEW YORK, March 10, 1898.

PIG TIN—The position of the market is gradually hardening, but with local speculation in contracts still inanimate, and dealers working harder for orders than in the direction of forcing the market upward, the improvement in values here was only slight, although London cables came about 5s. higher. Purchases were made at 14.37½ to 14.40c., free on board, for five-ton lots, and sellers named 14.35c. upward for similar ots on dock or in store. The arrivals thus far this month have been only 285 tons. There are now about 2,325 tons afloat for the United States, including 525 tons from Europe due within a short time. There is good authority for the statement that a considerable portion of the tin en route from Europe, as well as a fairly large quantity on the direct steamers from primary points, has been sold, directly or indirectly, to consumers.

COPPER—New business is mostly in unimportant quantities, but evidences are not wanting that negotiations involving considerable quantities are under way, and, according to some statements, deliveries as far ahead as the end of the year are involved. Some reports had it that the C. & H. Co. sold 4,000,000 lbs. at 12c. Together with the smallness of spot stocks, this serves to keep the market in such position that sellers are enabled to mark their quotations at about 12c. for Lake Superior ingot, 11⅝ to 11¾c. for electrolytic, and 11⅜ to 11½c. for ordinary casting stock.

PIG LEAD—Some apparently tired speculators were rather anxious sellers, and their offerings brought prices down to about 3.77½ to 3.80c. for round lots, prompt and near future delivery, or a fraction below "official" quotations. As far as could be learned, no important quantities changed hands. Bids of 3.75c. for large lots were, however, said to have been declined. Mr. C. Kitchoff, special agent for the United States Geological Survey, estimates the total pig lead production of the world for 1897 at 390,000 tons, against 373,208 in 1896.

SPELTER—There was nothing more than ordinary business or demand, but sellers still offer reservedly and quote prices quite firm on the basis of 4.15 to 4.20c. for prime domestic, delivered here or at common point. London cables were somewhat stronger, quoting £18 7s. 6d. for good merchant brands.

ANTIMONY—The market is steady at 7½ to 8c., with about the ordinary jobbing business.

TIN PLATE—Orders of very fair volume are being placed for American cokes, chiefly June and later delivery, but the prices are invariably low, and competition between manufacturers continues keen. Spot business is mostly of jobbing nature and moderate all told.

IRON AND STEEL—Reports as to business in pig iron were hardly as cheerful as those given early in the week. In fact, none but ordinary business was noted, and prices were none better than barely steady for either foundry or mill grades. Old material was unchanged and rather dull.

PERSONAL MENTION.

Mr. Sigmund Samuel, of M. & L. Samuel, Benjamin & Co., is back again to business after a three months' trip to Great Britain and the Continent.

Mr. James Henry, who has been in M. & L. Samuel, Benjamin & Co.'s sample room for some years, leaves to-day for Victoria, B.C., where he has secured a situation.

Mr. Edward Gurney, president of the Gurney Foundry Co., Limited, Toronto, is on a visit to Winnipeg this week.

Mr. H. G. Allen, well known to the hardware trade as the Canadian representative of the Oneida Community, Limited, and director of that corporation, has been spending the past week in Winnipeg. He carries a complete line of samples, showing all the manufactures of the Community. The line is a large one, including game traps, halter and dog chains, dog collars, snaps, brass chain, sash chains, silver-plated tableware, etc. His trip is an annual one, and is much appreciated by the western jobbers, all of whom do business with this concern, and who take advantage of the opportunity to examine the improvements and new devices which are being continually brought out by it. From Winnipeg, Mr. Allen goes to Vancouver, Victoria and San Francisco.

No Time Like the Present

To lay in your Spring stock of goods that will give . . . . . .

Satisfaction to your Customers.

You cannot do better than to purchase your requirements in . . . . . .

Ready Mixed House and Floor Paints
Varnishes, Japans, Coach Colors
Enamels, Marbleine Wall Tints
White Lead, Colored Paints

FROM

Henderson & Potts

Nova Scotia Paint and Varnish Works

HALIFAX and 747 Craig Street, MONTREAL.

SOLE AGENTS FOR THE DOMINION FOR

Brandram's Celebrated White Lead.

MANITOBA MARKETS.

WINNIPEG, March 7, 1898.

THE wholesale hardware houses are very busy in these days with orders for building hardware. In fact the present demand is so great, and so unprecedented, that there is every indication the present stocks will be exhausted before navigation opens. This would necessitate importing by the all rail route, and would certainly lead to higher prices, as no dealer could possibly pay the all rail freight on hardware and sell at existing prices.

The supposed difficulty as to rebuilding the McIntyre block has been overcome, and the estate are making rapid preparations to replace the old building by a five-storey structure on the most improved plans. Another building, of some public interest, is to be remodelled—that is the Caldwell block just opposite the post office. This was originally owned by Caldwell of the now famous Sultana mine. In fact, a good deal of money first sunk in that venture was made in this same block, selling drugs. Caldwell's successor in the drug business—J. F. Howard—has also speculated in mines with marked success. Now the old building is to be thoroughly remodelled, and, in addition to the drug store on the ground floor will be the city office of the C. P. R. telegraph. The site is considered about the best business corner in Winnipeg. Another large building to be commenced with the earliest spring opening, is that of Senator Cox, on the corner of Portage avenue and Fort street, just a block up from Main. This will be a very handsome office building. In fact there is a building boom on in Winnipeg, and, as the weather has been very mild for the past fortnight and the snow is rapidly disappearing, building operations have already commenced.

In Southern Manitoba and parts of Western Manitoba they have had very little snow all winter, and what little they had has already disappeared, and bicycling is in full swing. Large shipments of wheels have been made during the last two weeks.

Farm tools, such as hoes, rakes, spades, shovels and the like are in brisk demand by retail dealers in the country.

Among the trade novelties being handled by J. H. Ashdown is the acetylene lamp for bicycles. This lamp is likely to meet with great favor here, as our roads are none of the best, and the light is full four times as strong as that of the best coal oil lamp, while the cost is little if any more.

Cut nails have dropped 5c. per keg during the week, but wire nails remain the same.

Linseed oil has advanced and is now selling at 54c. per gallon for raw and 57c. per gallon for boiled, in barrel lots, with 5c. advance on these prices for less than barrel lots.

There is a good demand for green wire cloth and poultry screening.

Price for general lines are as follows :

Barb wire, 100 lbs		$2 50
Plain twist wire and staples		3 00
Oiled annealed wire	10	2 80
"	11	2 90
"	12	3 00
"	13	3 15
"	14	3 30
"	15	3 65
Green wire cloth, per 100 feet		1 40
Poultry wire, per 100 feet		55
Wire nails, 30 to 60 dy, keg		2 65
" 16 and 20		2 70
" 10		2 75
" 8		2 80
6		2 95
" 4		3 05
" 3		3 30
Cut nails, 50 and 60 dy		2 45
" 20 to 40		2 50
" 10 to 16		2 55
" 8		2 60
" 6		2 65
" 4		2 90
" 3		3 15
" 3 fine		3 45
Horse nails, 45 per cent. discount.		
Horse shoes, iron, light, medium and heavy, keg		4 15
Snow shoes		4 40
Steel, light		4 40
" extra light		6 00
Bar and band iron, $2.10 basis.		
Swedish iron, $5 basis.		
Tool steel, Black Diamond, 100 lbs		8 00
Jessop		12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.		3 50
26 gauge		3 75
28 gauge		4 00
Galvanized American, 16 to 24 gauge		4 00
26 gauge		4 25
28 gauge		4 50
Genuine Russian, lb		12
Imitation " "		8
Tinned, 24 gauge, 100 lbs		7 25
26 gauge		7 50
28 gauge		8 50
Tin plate, IC charcoal, 20 x 28, box		8 50
" IX "		10 50
" IXX "		12 50
Canada plate, 18 x 21 and 18 x 24		3 25
Sheet zinc, cask lots, 100 lbs		6 00
Broken lots		6 50
Pig lead, 100 lbs		4 25
Wrought pipe, black, ¼ inch		2 50
" ⅜ inch		2 75
" ½ inch		3 00
" ¾ inch		4 00
" 1 inch		5 00
" 1¼ inch		7 00
" 1½ inch		8 50
" 2 inch		11 50
" Over 2 inch		65 p.c.
Rope, sisal, 7-16 and larger		$7 75
" ⅜		8 25
" ¼ and 5-16		8 75
Manilla, 7-16 and larger		9 00
" ⅜		9 50
" ¼ and 5-16		10 00
Cotton, all sizes, lb		15
Axes, per box	$5.50	to 8 00
Screws, flat head, iron		85 p.c.
Round " "		77½ p.c.
Flat " brass		80 p.c.
Round " "		72½ p.c.
Bolts, carriage		60 p.c.
Machine		60 p.c.
Tire		55 p.c.
Sleigh shoe		65 p.c.
Rivets, iron		50 p.c.
Copper, No. 8, lb		25c.
Spades and shovels		40 p.c.
Harvest tools	60 to 60-	10 p.c.
Axe handles, turned, second growth hickory, doz		$2 50
No. 1		1 50
No. 2		1 25
Octagon extra		1 65
No. 1		1 25
Ammunition, cartridges, Dominion R.F.		50 p.c.
Dominion, C.F., pistol		25 p.c.
" military		15 p.c.
American R.F.		35 p.c.
C.F. pistol		5 p.c.
C.F. military		Net
Loaded shells, Robin Hood, M		$18 00
Eley's 12 gauge, M		16 00
American, M		16 20
Shot, Robin Hood		10 00
Ordinary, per 100 lbs		6 00
Chilled		6 50
Powder, F.F., keg		4 75
F.F.G.		5 00
Tinware, pressed	70 and	30 p.c.
Granite ware, according to quality.	50 to	60 p.c.

R. C. LeVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

Emery and Hardware Specialties

COOKE HARDWARE CO.

HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods.

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

PATENTS PROMPTLY SECURED

GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts**, Temple Building, Montreal.

ISLAND CITY

Paint and Varnish Works

.. Manufacturers of ..

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale.

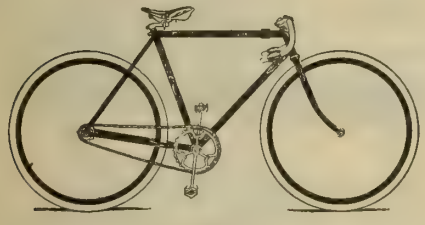
Window Glass

A full consignment just arrived via steamers British Queen and British King. Orders filled promptly at closest prices.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

Rambler Bicycles



Model 26—$70.00

Bertram, Wilson & Co.

AGENTS.

Pelham

$40.00

Ideal

$50.00

Write for Terms to Agents

Lumbering
Mining...
Railroading

SUPPLIES

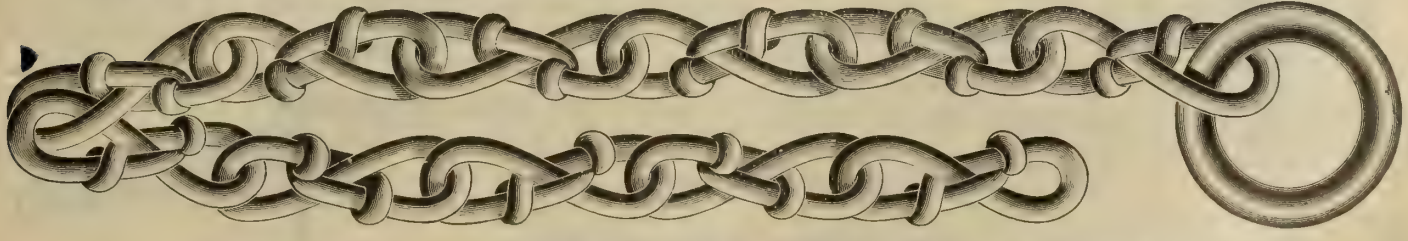
Axes, Saws, Files — **Picks, Mattocks, Crowbars**
Peaveys, Pike Poles — **Blasting Powder and Fuse**
Rope and Chain — **Rock Drill Steel**

BERTRAM, WILSON & CO.

IRON AND HARDWARE MERCHANTS

53 Yonge St., TORONTO

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 11, 1898.

HARDWARE.

THERE has been little change in the hardware situation during the past week. In some sections bad roads are interfering with the movement of goods, but as a rule a good average volume of business is in progress. Barb and plain wire has been asked for, both for prompt and forward delivery, and there has been a fair enquiry for wire nails. Values have been rather unsettled on horse nails, but we still quote the same discounts for ordinary jobbing purposes. Screws continue to move well, and so do bolts and rivets. Cutlery is quite active for some lines, and there has been a brisk demand for cordage.

BARB WIRE—Jobbers are busy forwarding orders booked some weeks ago, and prices are steady at $2 f.o.b. Montreal.

PLAIN WIRE—There is a steady movement of plain fencing wire also, and discounts are 35 per cent. on oiled and annealed and annealed and 30 per cent. on galvanized, with usual terms.

WIRE NAILS—The movement of these is fair, and will be much greater when summer freights come into effect. Prices are steady at $1.90 f.o.b. Montreal, with an allowance of 5c. for carload lots; terms, 4 months, 3 per cent. off.

CUT NAILS—There has been a fair demand for these, and prices are unchanged at $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Values have been rather unsettled in this line owing to maritime province competition, but we still quote discounts 50 per cent. off.

HORSESHOES—Business quiet. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos.0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Trade is fair. We quote: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—As last reported, and we quote 20c. as the base price up to 16 gauge on the former and to 10 guage on the latter.

BOLTS — There is a good demand for stove, tire and carriage bolts. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

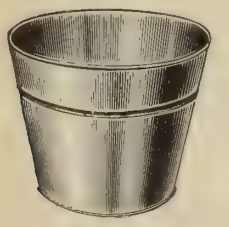
RIVETS — Demand is well maintained. Discounts are as follows: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES — Steady. We quote: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—Demand is fair, and prices unchanged.

SPADES AND SHOVELS—There has been

SAP PAILS.



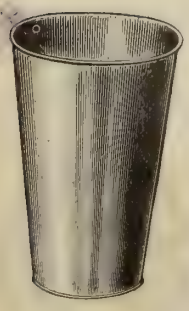
FLARING PATTERN.

6, 8 and 10 quart sizes.

I. C. and I. X. quality.

Packed in bundles of 50, avoiding cost of crates.

....ORDER EARLY....



STRAIGHT PATTERN.

1, 1½ and 2 gallon sizes.

I. C. quality.

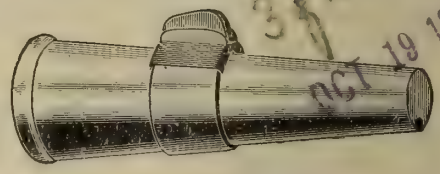
Holes Punched for Spiles.

Packed in bundles of 50, avoiding cost of crates.

SAP SPILES.

RECORD:

Runs 30% more sap than any other spile.



Being light, it does not hold the frost.

Being bright tin, it reflects the sun's rays quicker into the tree.

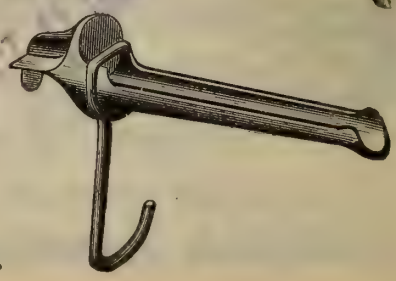
Makes sap run freer and earlier than any other spile.

They will not injure the tree.

STOCK NEARLY EXHAUSTED.

EUREKA.

Packed in boxes of 500 or 1,000.



The McClary Manufacturing Company

London, Toronto, Montreal, Winnipeg and Vancouver.

APOLLO WORKS EASY.

A galvanized-iron job—any job—is easiest done with perfect iron; difficult work especially.

Time is money, and doubt is money too.

You can always get what you want of Apollo promptly.

Is there any good reason for ever using poor iron?

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, **MONTREAL**

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

no change in these, demand being well maintained.

CUTLERY — There is a good deal of cutlery going forward to the Northwest.

BUILDING PAPER — Orders continue to improve and prices are steady at 25c. for plain, 35c. for tarred lining, and $1.30 to $1.45 for roofing paper.

HINGES — There is a good enquiry, for barn door and strap hinges. We quote $3.50 per 100 lbs.

SHOT —Quite a fair quantity of shot is being moved at the moment. Values are steady at 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

CORDAGE—There has been no change in cordage, demand being quite brisk and values steady. We quote: Sisal, 7-16 and upward, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

CEMENT—Without change, a few good orders for forward shipment being noted. We quote: English, $2.10 to $2.20, and Belgian, $1.85 to $2.05, as to grade.

FIREBRICKS — Without change, prices being steadily held at $16 to $21 per 1,000, as to brand.

METALS.

The chief feature in heavy iron and metals is the receipt of increased orders for spring delivery, while a fair quantity of material is moving for prompt shipment also.

PIG IRON—There have been high priced sales of Summerlee pig spoken of, $19 being named, but there is no difficulty in securing supplies at $18 to $18.50. There has been little doing either in Hamilton, Nova Scotia, or American pig, as yet. We quote as follows: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; Buffalo, $16.

BAR IRON—It is reported that maritime province mills have offered bar iron as far west as Quebec and Sherbrooke at lower figures than Montreal mills, but on spot the jobbing range is unchanged at $1.45 to $1.50.

BAND IRON—There has been a moderate enquiry for band iron at 25c. per 100 pounds advance on the bar iron base.

HOOP IRON—There is a moderate trade passing, and we quote the basis as before, at $2 to $2.10.

SHEET IRON—Enquiry is good and prices are firmer here at a rise of 5 to 10c. We quote: $2.15 on 10 to 16 gauge; $1.90 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—Trade continues much as it was last week, and the base is firm at $2.25 for No. 24.

Garden Barrows Cheapest and Best in the Market
WRITE FOR PRICES
Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Representative
ALEXANDER GIBB,
22 St. John Street,
Telephone 2343. MONTREAL.

Trace Chains...
Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.
For sale by all Jobbing Houses.
The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
FACTORIES
...*MONTREAL*
CUT NAILS
Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

LEAD PIPE—Quiet and steady at 7c. for lead pipe and 7½c. for composition waste; discounts, 27½ per cent.

GALVANIZED IRON — The tendency of values on galvanized iron is rather firmer, and though round lots are obtainable for less 4¼c. has been made for No. 28 Queen's Head. Demand on the whole is active. We quote: Queen's Head, $4.10 to $4.25, and Blue Jay, $3.75 to $3,95 for No. 28 gauge.

TINNED IRON — Quiet and steady at 5½c. for 6 x 30., No. 24.

PIG LEAD— Rules firm outside, and is held steady here at $3.75.

INGOT TIN—In the case of a round lot 16c. was shaded a fraction this week, but for the regular run of business the figure holds good.

INGOT COPPER—In sympathy with the strength outside holders here are asking more money, and prices are firmer this week at 12½c.

SHEET COPPER—Advices to sales agents here state that prices on sheathing copper have advanced 1½c. at the mills. Accordingly, while no actual change is noted, jobbers are holding prices very firm. We quote: Sheathing copper, 14½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—There is a fair demand for these, and prices are firm at $2.10 to $2.15.

TIN PLATE—There is nothing new to report in this line, and square plates are still difficult to procure. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I. X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

TERNE PLATE—Demand is steady and prices unchanged at $5.75 to $6.

COIL CHAIN—In good demand and firmly held: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—There is no change in this line, prices ruling steady, at 5 to 5¼c.

SOLDER—Dull but steady, at 11 to 11½c.

SPELTER—Quiet and unchanged at $4.60 to $4.70.

ANTIMONY—Nominally holders are ask- 10c., but 9c. would very likely be accepted.

IRON PIPE—In good demand both for prompt and forward shipment. We quote: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2 25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSETS — Steady. Ordinary washout, $12.50 to $18.50, and Siphon closets, $25 to $46, as to grade, complete with all fixings.

GLASS.

The stock of window glass here is steadily diminishing and many sizes are running very short. Accordingly, an advance in prices in the near future is not at all probable. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The great advance in Turpentine, reported as we went to press last week, continues to be maintained, and until the new crop becomes more plentiful on the market, figures may show further advance. Linseed oil also maintains its firmness. New York advices intimate further hardening in varnish gums. Medium Kauri, which could have been bought a few years ago at 14c., is now quoted at 28c. Notwithstanding the advance in materials, paints and varnishes continue to be quoted at the schedule rates issued in January, makers being in hope that materials (with exception of gum) will be lower on opening of navigation. The feeling in white lead and red lead is very firm. Zinc for open water is quoted ½c. lower and we alter our quotations accordingly.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 47c.; boiled, 50c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 57c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c., 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 50c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — Quiet and unchanged. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Continue steady. We quote as follows: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9 to 9½c. for No. 1, 8 to 8½c. for No. 2, and 7 to 7½c. for No. 3.

ASHES.

Unchanged. First pots, $3.50 to $3.[illegible], and seconds, $3.15 to $3.20.

COAL.

Unchanged: Steady as last quoted: Stove and chestnut, $5.75; egg, $5.50;

WANTED.

A FIRST-CLASS HARDWARE MAN WITH $1,000, would enter a live business concern; must be a well established business, and in a good smart town. Address, Box S, HARDWARE AND METAL, Toronto.

FOR SALE.

IN THRIVING TOWN IN EASTERN ONTARIO; population about four thousand; a well assorted stock of hardware, amounting to about three thousand dollars; satisfactory reasons given for selling. Address, Nails, HARDWARE AND METAL. (12)

REMINGTON

New Models for 1898 are the

Improved No. 6 and the New No. 7

PAMPHLETS ON APPLICATION

EDISON'S MIMEOGRAPH--A new Duplicating Device. 1,000 or more copies from one original. Circulars produced ⅓ cost of printing.

Chas. E. Archbald
45 Adelaide St. E., TORONTO

Lithographing and Printing A SPECIALTY.

Metal Ceilings are now being recognized as the most desirable covering for Private Houses, Club Rooms, Public Buildings, etc. They are very handsome in appearance, will not crack and fall off, and compare favorably in price with any good ceiling.

Fully illustrated catalogues sent on request. Estimates furnished on receipt of plans.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

ROCK FACED

—AND—

PRESSED BRICK

STEEL SIDING

These sidings are being extensively used for covering the exterior walls of dwellings, stores or other buildings.

They make a dry, warm covering, that, when painted, can hardly be distinguished from the best stone or pressed brick.

They can be easily and quickly laid by any one---are fireproof---do not absorb moisture, and are very moderate in price.

THESE LINES ARE IN GREAT DEMAND WHEREVER SEEN. IF YOU'RE NOT HANDLING THEM, WRITE US AT ONCE FOR DETAILS.

METALLIC ROOFING CO. LIMITED

1179 King Street West — TORONTO

Scotch grate, $6, and Scotch steam, $3.50 to $3.60.

PETROLEUM.

The market is unchanged at last week's rise. We quote as follows: Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities

MONTREAL NOTES.

Cables note a further advance of 6d. per cask in English brands of cement.

Jobbers here are asking from 5 to 10c. higher all round for all sizes of sheet iron.

There has been an advance of ½c. per lb. in the price of copper in this market.

The horse nail makers in Montreal have just put on the market a special brand of nail to meet the competition of maritime province makers.

Many sizes of window glass are running low in stock here, and some of the jobbers are discussing the advisability of advancing prices in consequence.

Instructions to sales agents on this market are to the effect that sheathing copper at the mills is 1½c. higher, and future contracts must be negotiated at the rise.

The Montreal Rolling Mills have just issued two neat cards regarding fence and poultry netting staples, and the different sizes of steel that they manufacture. They will be mailed on application.

ONTARIO MARKETS.

TORONTO, March 11, 1898.

HARDWARE.

THERE has been no material change during the week as far as prices are concerned, but business has more snap than it had a week ago. There is a good deal of sporting goods still being shipped to British Columbia and the Klondyke. Cutlery trade on the same account is also good. A good many shipments of barb wire are being made from factory points in the United States to retail dealers in Canada. Ordinary fence wire is going out fairly well. Wire nails are going out in fair quantities. Cut nails are still quiet. Spades and shovels are beginning to move, but a great deal of difficulty is being experienced in getting supplies from the factories. Churns and clothes wringers are both in good demand. The demand for rope is good, and while no active change has taken place in prices the tendency of the market is upward. Deliveries of green wire cloth are beginning to be made, but orders are still being booked. Fair orders are also being booked for poultry netting. Belting, both rubber and leather, is in good demand at firm prices. The same difficulty is to be noted in harvest tools, as in spades and shovels, as far as getting supplies from the manufacturers is concerned. The manufacturers of binder twine in the United States are refusing to book orders at the old figures on account of a probable advance in the market.

BARB WIRE—Shipments from Cleveland to retail dealers in Canada are being shipped. The lots are principally half-ton, but some good-sized orders are being shipped. Prices are unchanged. We quote: $1.80 f.o.b. Cleveland. Terms, 30 days or 2 per cent.

ORDINARY FENCE WIRE—A good business is being done in oiled and annealed wire. Business so far in this line has been larger by a great deal than up to last year at this time, and the outlook for the future is bright. Discount is as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC.—There is still only a moderate business doing, and the discount is unchanged at 25 per cent.

WIRE NAILS—If anything business in this line is a little better than it was a week ago. A fair quantity of nails is going out, and a good many orders are being placed for future delivery. Base price, $2 for delivery in Toronto and Hamilton, and $2.05

in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—These still continue quiet. Prices as before. We quote as follows: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—The slowness in trade noted last week still obtains, very few horse nails being wanted. Discount 50 per cent.

HORSESHOES—Trade in this line is also dull. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS.—Business in this line is fairly good. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Business in this line continues good, especially for carriage, tire and stove bolts. Dicounts are: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

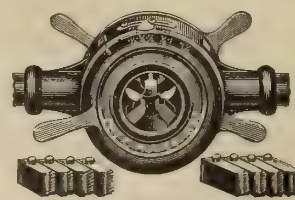
RIVETS AND BURRS—Trade is still fairly good with prices unchanged. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—There has been no material change in the situation. The market continues strong for both sisal and manilla, and this seems to be stimulating the demand, for all wholesalers report a good business. We quote: Sisal, 7-16 in. and larger, 7c.; ⅜ in., 7½c.; ¼ and 5-16 in., 8c.; 3-16 in., 8½c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—These are going out actively, at steady prices. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—A good demand is springing up for these. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

STANDARD of AMERICA for 30 Years
NICHOLSON FILES
NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World



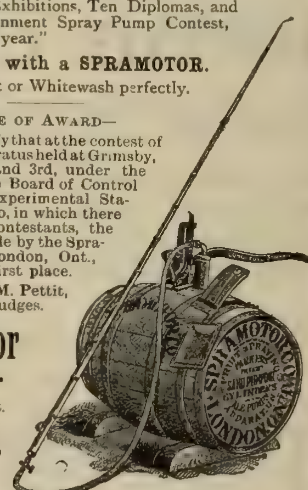
FOR PIPE.

In Stocks and Dies
there is no better than
HART'S DUPLEX ADJUSTABLE.
Write for Lists and Discounts
The Hart Mfg. Co.
21 Wood St., Cleveland, O., U. S. A

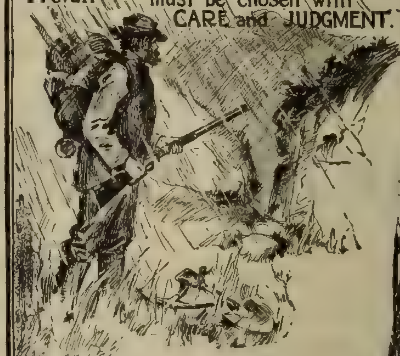
FOR BOLTS.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

"Painting with a Pump"
EXCLUSIVE AGENCY given to the right people in unoccupied territory.
AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."
You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.
CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.
Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.



ARMS FOR THE KLONDIKE
Where Wet and Cold Prevail must be chosen with CARE and JUDGMENT.



Consider—if you can keep the wet out of your rifle it will not *rust* nor *freeze*. Only
Marlin Repeaters
have **Solid Tops**, shedding water like a duck's back. Our *197-page book* (just out) tells all about them. Up-to-date information about powders, black and smokeless; proper sizes, quantities, how to load; hundreds of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations. All calibres 22 to 45; how to care for arms and 1,000 other things, including many trade secrets never before given to the public.
Free if you will send stamps for postage to
The Marlin Firearms Co., New Haven, Ct.

SPADES AND SHOVELS—Jobbers are experiencing a great deal of difficulty in getting supplies from the factories. On account of the damage by fire to one of the factories, there is now practically only one concern in Canada of any importance to depend on for supplies. A gentleman who was in Toronto from the east, the other day, brought the information that it was probable another factory would be started in Canada ere long. We merely give this for what it is worth. Discounts are unchanged at 45 and 2½ per cent.

HARVEST TOOLS—Much the same difficulty exists in regard to harvest tools as does in regard to spades and shovels, jobbers having a good deal of difficulty in getting orders completed.

BUILDING PAPER—Trade has not yet opened up to any extent, although a few nice orders are being booked. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

BELTING—Leather belting is in good demand with prices firm. Rubber belting is in fairly good demand, and is also steady as to price. We quote: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent.

RUBBER HOSE—The price of rubber hose has been advanced by the manufacturers, and although jobbers are still quoting old figures they could not replace their present

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

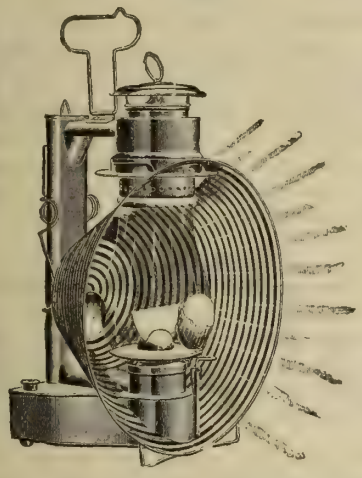
Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

E. T. WRIGHT & CO.

No. 20. Search Lights.

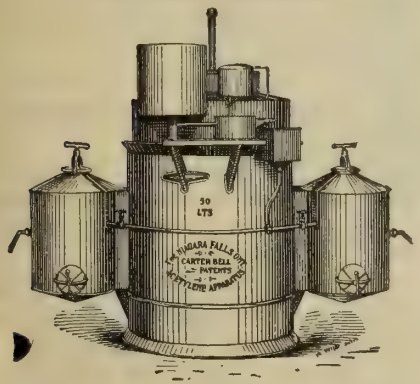


No. 20. Search Lights.

HAMILTON - CANADA.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

stocks at less than 10 per cent. above the prices which they paid a month ago. Quite a number of orders were booked before the new prices went into effect.

HINGES—Business in this line continues fair for this time of the year. We quote as follows: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH — Orders are still being booked, and jobbers will now begin to ship orders previously placed. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

CUTLERY — The demand on British Columbia and Klondyke account is still good. Several shipments have again been made during the past week.

SPORTING GOODS — Several orders for rifles, revolvers and ammunition, for shipment to British Columbia and the Klondyke, have been received during the week. A few small lots of guns have also gone forward.

CEMENT — Trade is beginning to move nicely, and as stocks of the imported article are light, a good business is being transacted in Canadian cements. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2 per barrel.

BINDER TWINE—The tendency of prices is upward. Pure manilla, of United States make, is being quoted at 6⅝ to 6¾c. f.o.b. factory, and 7c. delivered.

METALS.

Business continues fairly good, with prices much as they were a week ago.

PIG IRON—The markets are steady, but locally there is little or nothing doing. We quote Southern soft on the track Toronto as follows: No. 1 foundry, $15.50; No. 2, $15.25; No. 3, $15.

BAR IRON—Jobbers are this week selling a good deal of bar iron. We quote: Base price $1.50 to $1.60 from stock and $1.40 to $1.45 from factory.

HOOP AND BAND IRON—Business in this line continues to be just moderate. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—There have been some good enquiries received during the week, but not a great deal of business has so far been the result. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Trade is quiet and without special feature. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—This is the most active line in metals this week. The demand

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.

Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

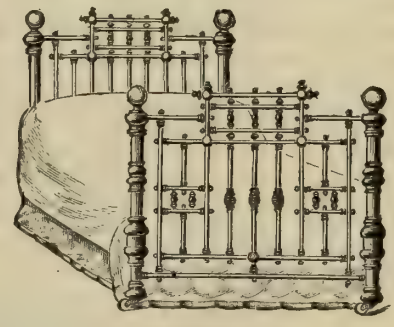
We can put you in communication with manufacturers from whom you can buy advantageously.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes

ST. JOHN, N.B.



——Established 1859——

BRASS AND IRON BEDSTEADS

New designs, embodying style, fine workmanship, high finish. Hospital and Institution Bedsteads. Patent Folding Iron Bedsteads. . . .

H. R. IVES & CO., Mfrs., Montreal
Send for Catalogue

Fishing Tackle.

TRADE MARK.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

The Allcock, Laight & Westwood Co., Limited

73 Bay Street, TORONTO, and REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

is brisk, and a still further improvement is looked for. We quote : Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80 ; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—The price of the imported kind has been reduced ¼c., being now quoted at 3¾c. per lb.; domestic, 3½c.

INGOT TIN—No large sales are reported, the demand being just ordinary. We quote 16 to 16½c. for Lamb and Flag and Straits.

INGOT COPPER—There is still very little doing in this line. Prices are 12 to 12¼c. per lb. as before.

SHEATHING COPPER, ETC.—Business is still quiet. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE — There is still but little doing. Prices are as before. We quote as follows: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25 ; ¾ inch, $4.80 to $5 ; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼ ; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Trade is just moderate, and discounts are unchanged at 60 and 10 per cent.

RANGE BOILERS—There are a good many going out, and prices rule firm. Some shipments have been received this week by jobbers from manufacturers in the United States. We quote: Galvanized, 30 gals., $5 50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22 ; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES — The season is practically over, and there is, of course, in consequence, not much doing. Prices unchanged. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40 ; dull, 75-sheet boxes, $2.50 ; all-bright, "Garth," $2.60 per box ; ditto, "Alaska," $3.

TIN PLATES—There is not much change to be noted either in regard to business or prices. The demand is only moderate. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25 ; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES—Trade is quiet, and we quote: I C, $6 to $6.75 ; I X, $7.50.

SHEET LEAD—Trade is quiet at 5½c. per lb.

COIL CHAIN—Trade is fair. We quote: ¼ in., $4.65; 5-16 in., $3.75 ; ⅜in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Quiet. We quote: Imported, 5¼c. in ton lots, and 5½c. in smaller quantities.

SOLDER—Quiet. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote : Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

GLASS.

Stock business is fairly good, with prices steady and unchanged. The import business is more brisk this week than it has been at any time this season. Present indications tend to the conclusion that sales of this nature will be much larger than in previous years. We quote as follows : First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75 ; double diamond, under 25 united inches, $4, Toronto, Hamilton and London ; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

During the past week there has been considerable improvement in general stocking trade, though in many parts of the province there seems an inclination among buyers to postpone purchasing as long as possible, in hope of decline. From present indications there is little probability of a decline in any article, with the exception of turpentine, in which the advance of 5c., noted last week, rather unsettled the feeling in regard to this article, and a decline is expected. The demand for paris green is rather lighter than usual at this season of the year. Prepared paints are in good demand. Leads, oils and whiting are moving fairly well. We quote as follows :

WHITE LEAD—Ex Toronto, pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½ ; No. 4, $4 ; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75 ; ditto, No. 1, in casks of 560 lbs., $4.50 ; genuine, in kegs of 100 lbs., $5 ; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50 ; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel ; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 14½c. ; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL—In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 58c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

Trade throughout is good, with prices firm in all lines. We quote as follows: Agricultural scrap, 45c. per cwt. ; machinery cast, 52½c. per cwt. ; stove cast scrap, 30c. ; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c. ; heavy copper, 8 to 8½c. ; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, [illegible]; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c ; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—Owing to an accumulation of stock prices have declined ½c. throughout. We quote : Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c.

CALFSKINS — We quote as follows : No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—There are not many offering and a good demand has sent prices up 10c. We now quote at $1.25 to $1.35.

WOOL—Trade is quiet, but steady, with pulled wools quoted at 20 to 20½c. Fleeces and tub-washed are nominal.

SEEDS.

There is now a little more activity in the local demand, and prices have steadied somewhat, especially for red clover, which is now quoted at $2.75 to $3.25. There is such a range of values in alsike that it is quoted all the way from $2 to $4. Timothy is steady at $1 to $1.50 for machine threshed, and $1.50 to $2 for strictly choice to fancy bright unhulled flail-threshed seed.

COAL.

The warm weather during the past few days has eased off the demand materially, and the scarcity of small sizes of coal is not nearly so serious as last week, though these sizes are not yet plentiful. Anthracite is quoted at Buffalo and bridges : Grate, $4.24 ; egg, $4.46, net tons.

PETROLEUM.

Trade is quiet, with prices steady. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Wholesalers are beginning to book orders for fall specialties.

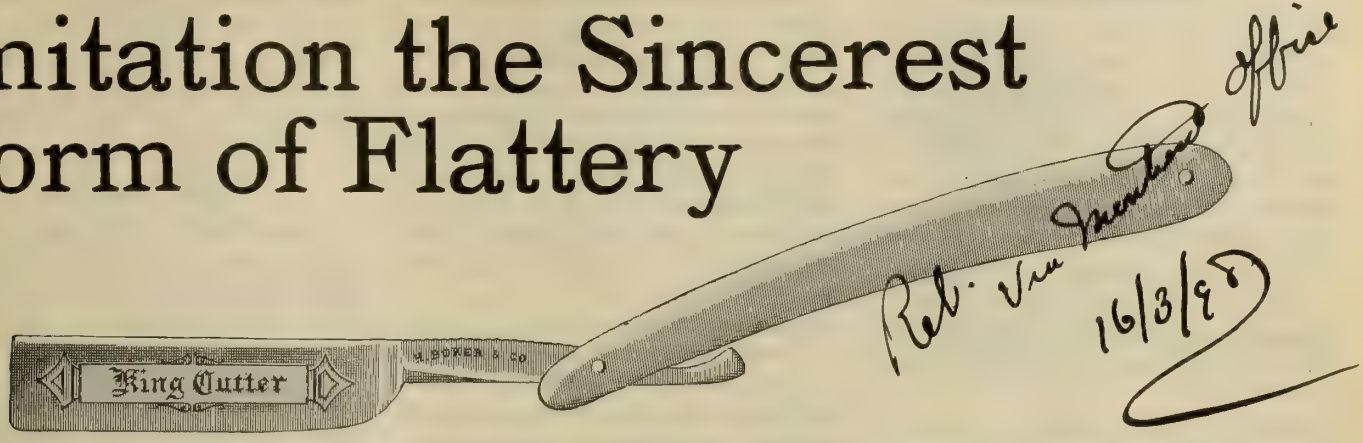
Bertram, Wilson & Co., of Toronto, made a shipment of axes to Dominica, Windward Islands, this week.

W. L. Murray, Yonge street, Toronto, is about to retire from business. This business has been in the Murray family for about a quarter of a century.

On account of the somewhat unfavorable weather a good many orders for sap buckets have been cancelled, a light run of [illegible]p being expected. This action may, however, be premature.

The Ontario Lead and Wire Co., of Toronto, Limited, are this week in receipt of a carload and a half of range boilers of United States manufacture. The half carload consisted of "Reliance" ranges, which the company are putting on the market in their own name.

Imitation the Sincerest Form of Flattery



Information has reached us of the imitation of the well known brand "King Cutter," as applied to Razors and Cutlery generally, manufactured for Canada by the celebrated firm of **H. BOKER & CO.**, and trade mark for which has been duly registered at Ottawa, covering **style of etching as well as name "King Cutter."**

Any party who may be in possession of such imitations is requested to communicate with us at once, as failing their so doing after this warning, legal proceedings will be instituted against them.

DORKEN BROS. & CO.

MONTREAL, FEB. 23, 1898.

AUTOMATIC TWIN SCRAPERS

are found only in

"LIGHTNING"

"GEM"

ICE CREAM FREEZERS

They are well advertised, in demand, easily sold, satisfactory in use, and of known reputation. They excel in easy running, quick freezing, economy of ice and salt, and in convenience in use and in practical results.

SOLD BY LEADING JOBBERS.

NEW CATALOGUE (1898)
Sent free on application.

Manufactured exclusively by NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

DURABLE PAINT.

WE have recently received from a painter a letter containing the following queries, which we think of sufficient importance to publish in these columns. We passed on the manuscript to our correspondent, "Renaissance," and append his reply, in the hope that it may provoke discussion and bring out the views of others in the business:

Query 1.—Which is the best to put in white paint after mixing the lead with raw oil—turpentine, japan or varnish, and what percentage?

Query 2.—When painting a house in color, is it best to use raw or boiled oil, or, if both, what percentage of each to the gallon?

Query 3.—For mixing fireproof (mineral) paint, should I use raw or boiled oil for roofs?

Query 4.—When using triple-strength tinting colors for the outside of buildings, would it be best to mix the white lead with raw or boiled oil? I expect to use the triple-strength tinting colors during the coming season.

REPLY.

Our friend prefaces his enquiries with the statement that, in his locality, buildings painted with white lead and by the best painters, "chalk," and, as he says, "rub off like dry whiting, after three years," and he ventures the opinion that the fault is more in the oil than in the lead. That he is in the wrong must be admitted, for the disease is far more prevalent and widespread than he imagines, and so long as chemically-pure carbonate of lead is used, so long will white paint, made entirely from it, "chalk," and become dry when exposed to the action of sun and storm.

As to the use of raw or boiled oil, we would like to ask the question: Why is boiled oil so much more generally in use than raw? We fancy that 99-100ths of the replies will be, because raw oil takes too long to dry. Another question: Is linseed oil improved by the addition of driers in boiling? We say most emphatically, no, that anything added to oil to hasten its drying or oxidizing detracts so much from its durability, and were it possible to take the requisite time, the very best results would obtain from the use of raw oil exclusively, but as painters are nearly always hurried, and the frequent climatic changes we are subject to compel us to make the most of fair weather, boiled oil will always be used in preference to raw.

The use of anything in the shape of varnish or japans, is to be deprecated, and only the slight use of turpentine as a thinner in very cold weather is admissible.

As our painter friend's enquiries refer mainly to oil, we would say, use raw oil whenever possible, but if compelled to hasten work, use pale boiled oil, prepared by some firm who have a reputation to sustain, and who will not, for the sake of temporary gain, stoop to its adulteration. We are glad to note his appreciation of those time-saving conveniences, the triple strength tinting colors, which are now in general use throughout the country.

Again, referring to the action of carbonate of lead on linseed oil when exposed for a length of time to the weather, exhaustive experiments have been made, with the result that a combination of oxide, carbonate and sulphate whites in proper proportion, and ground in purified refined linseed oil, will withstand the action of the elements for a much longer period than the best white lead. The most notable example of this class which has been brought to our notice is the "Permanent White," recently put on the market by a well-known Canadian firm. This is essentially an outside paint, possessing great body, extreme whiteness, capacity for producing clear and brilliant tints, and outlasting by far the best pure carbonate of lead ever made.—Renaissance, in Painter and Decorator.

GREAT SCHEME.

Watson—Now is your chance, old man, to get in on the ground floor of my new company. Stock is sure to be at a premium before the month is out.

Bjenks—What's your scheme?

Watson—Company organized to stand by when the returning Klondykers shake the dust of Alaska from their feet, and gather up the dust and smelt out the gold in it.

The earnings of the Grand Trunk Railway system for the week ending February 28, show an increase of $46,061. The figures for 1898 are $451,587, against $405,526, the earnings from February 22 to 28, 1897.

BRUSHES
BRUSHES
BRUSHES

DO NOT BUY
till you see our
NEW LINES
Our Travellers will call on you shortly, in ample time to supply your wants
. . For Spring Trade

MEAKINS & CO.
313 St. Paul St.
MONTREAL

MEAKINS & SONS
King St. East
HAMILTON

Hesitate in the choice of Tires. Too much care cannot be taken in being prepared to supply the popular demand.
Riders will want SINGLE TUBES.
Order the
"Goodrich Res Flex"
if you don't want to be at a disadvantage. **No matter how good your wheels,** they will not give the best results unless fitted with the "GOODRICH."

American Tire Co., Limited, Toronto

SOULANGES CANAL.

Notice to Manufacturers of and Dealers in Cement.

SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for Cement," will be received at this office up to noon on Saturday, 9th April, 1898, for the supply and delivery of 120,000 barrels, or any portion thereof, of Portland Cement.

Specifications and forms of tender can be obtained by the parties tendering at the office of the Chief Engineer of Railways and Canals, Ottawa.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation, and place of residence of each member of the same, and further, an accepted bank cheque for 10 per cent. of the total amount tendered for must accompany the tender. This accepted cheque must be endersed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not, however, bind itself to accept the lowest or any tender.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 8th March, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (14)

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The...

John Morrow Machine Screw Co.

Ingersoll - Ontario.

Coldbrook Iron and Steel Co., Limited

Manufacturers of all kinds of **Bar Iron**

Gordon Wire and Wire Nail Works

MANUFACTURERS OF

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies.

ORDERS PROMPTLY EXECUTED.

W. H. THORNE & CO., Limited

ST. JOHN, N.B.

Gold Scales

— FOR —

KLONDIKE

LAMPLOUGH & McNAUGHTON

MONTREAL.

THE DUTY OF WEALTH.

THE following is an extract from an address delivered by Prof. Goldwin Smith before the students of Cornell University:

"Accumulated wealth, the result of rapid development, is a feature, some think a dangerous feature, of American society. Wealth must do its social duty. To say that it must pay ransom for its existence, when it has been fairly made, is to give the signal for social plunder. But it must do its duty. It must show that it is useful to society. Every man who has a heart must be touched by inequalities of the human law. We can not be surprised if those whose place is the lowest want to equalize, even by measures of violence, mistaken and ultimately suicidal as such measures are. There is no use any longer in talking about definite ordinance of compensation for Lazarus in the next world. But wealth must show that it is useful. Useful it may be. Inequality, to a certain extent, seems to be a condition of progress. In China you have a dead level, only one man in 10,000, as we are told, being above manual labor. There is nobody with leisure or means to start anything, or try anything, and the result is stagnation. If wealth is to be spent in the ostentation of luxury, the sight of which makes poverty doubly bitter, in aping European aristocracy, in buying European titles, or admission to European courts, there will be a crash, and there ought to be! That all American millions are not so spent, this hill covered with monuments of munificence bears noble witness. The best men, we are told, that is those who are best fitted to serve the state, are excluded from politics. It may be so, though perhaps there is sometimes among men of refinement rather too much fastidiousness and too much love of ease. But if a man cannot be eminent in political life, he may be eminent in social and municipal life; he may be a good and great citizen."

AN OBJECT LESSON.

Last week, a day or two after the engineers had gone back, a whole train of German-made machinery, comprising 25 trucks packed with hydraulic apparatus and cast steel work, steamed into Sheffield. The whole consignment was for one Sheffield firm, engaged in the war material trade, and represented many thousand pounds in value. It is one of the many orders sent abroad through the engineers' strike. The train was drawn up opposite the great east-end establishments, and was examined keenly by the engineers just returned to work. A subject worthy of meditation for masters and men! The tragedy of the business lies in the fact that the men starved while the masters obtained elsewhere the machinery they required.—Hardware, London, Eng.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for..

Oil and Artesian Well Pumps. Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of John Arthurs, general merchant, Magnetawan, Ont., who has assigned to E. R. Clarkson, Toronto, will be held on March 16.

J. H. Gervin, tinsmith, Ottawa, has assigned.

Sarah E. Cavanah, general merchant, Slocan City, B.C., has assigned.

W. H. Calhoun, general merchant, Dundalk, Ont., is offering to compromise.

Rettenmier Bros., general merchants, Duart, Ont., have assigned to C. S. Scott.

J. M. M. Duff has been appointed provisional guardian of the Warwick Cycle Mfg. Co., Montreal.

A. E. Beauchemin, foundry owner, Sorel, Que., has assigned, and A. Guevremont has been appointed curator.

Lamarche & Benoit have been appointed curators of Mrs. John Moisan, general merchant, Drummondville, Ont.

C. Dixon, general merchant, Fraserville, Que., has assigned, and Paradis & Jobin have been appointed provisional guardians.

PARTNERSHIPS FORMED AND DISSOLVED.

Delisle & Frere, blacksmiths, Levis, Que., have dissolved.

Early Kay, general merchant, Salisbury, N.B., has been succeeded by Champ Bros.

McLaughlin Bros. are commencing business as general merchants in Regina, N.W.T.

J. J. Woods & Co., bicycle dealers, Vancouver, have been succeeded by Munn & Miller.

J. A. & F. Ellis have bought out C. B. Hume & Co., general merchants, Revelstoke, B.C.

Irvine & Cragg, general merchants, Drayton, Ont., have been succeeded by Irvine Bros.

The Thompson Electric Co., Hamilton, and the Toronto Electric Motor Co. have amalgamated.

Douglas & Co., wholesale and retail hardware dealers, Amherst, N.S., have dissolved, Harvey Pipe retiring.

G. S. Marceau and Onseimus Juteau have registered as proprietors of the firm of Marceau & Juteau, manufacturers of files Levis, Que.

Wm. Brown & Sons, general merchants, Pointe Fortune, Que., have dissolved, J. E. Brown retiring, and business continued by remaining partners.

Co-partnership has been registered between Henry and William McArel, under the style McArel Bros., general merchants, Glace Bay, N.S.

Co-partnership has been registered between Wm. B. Freeman and Kenneth E. Freeman under the style Freeman Bros., grocers and hardware dealers, Bridgewater, N.S.

SALES MADE AND PENDING.

S. Levasseur, saw and grist miller, Stanfold, Que., has sold out.

W. H. Lawrence, general merchant, etc., Burt's Corner, N.B., is selling out.

Achille Boisvert, saw miller, Lyster, Que., has sold out.

Alfred Lapointe, nail manufacturer, Stanfold Que., is selling out.

Macrae & Down, saw millers, Salmon Arm, B.C., are selling out.

Hillman & Davis, blacksmiths, Trail, B.C., have sold out to F. R. White.

James Findlater, blacksmith, Lucknow, Ont., is advertising his business for sale.

Jas. McEllenborough, blacksmith, Roseneath, Ont., has sold out to Wm. Davey.

F. J. Millson, general merchant, Winthrop, Ont., is succeeded by Richard Common.

The assets of S. Leger, general merchant, Portage de la Nation, Que., were sold on the 10th inst.

The assets of Alexis Berthelette, wagon maker, St. Laurent, Que., are to be sold on the 16th inst.

The stock of C. L. Kennedy, hardware dealer, Harbor Grace, Nfld., is advertised for sale by tender.

The assets of O'Meara & Hodgins, general merchants, Quyon, Que., are advertised for sale by tender.

P. Tede, general merchant, Papineaville, Que., has received an offer of 50c. on the dollar for his stock.

The stock, etc., of the estate of Rettenmeir Bros., general merchants, is advertised for sale by auction on the 11th inst.

The stock of O. R. Fagnon & Co., general merchants, Sorel, Que., has been sold at 65c. on the dollar.

G. D. Dobbyn, hardware dealer, etc., Newbury, Ont., has been succeeded by Benjamin Johnston.

The real estate of H. B. Lafleur & Co., general merchants, St. Adele, Que., has been sold by the sheriff.

CHANGES.

A. McDonald, electrician, New Denver, B.C., has gone out of business.

Edmond Lacasse has commenced business as saw millers in Lyster, Que.

The Winnipeg and Fort Alexander Railway Co. is applying for incorporation.

Joseph Perrault, blacksmith, Victoriaville, Que., has moved to North Ham, Que.

Richard Pattenden, blacksmith, Bloomington, Ont., is removing to Vandorf, Ont.

David A. Poe has registered as proprietor of the St. Lawrence Yacht Co., Dorval, Que.

Joseph E. Lloyd, general merchant, Lockport, N.S., is removing to Bridgetown, N.S.

Graziella Ryan has registered as proprietress of the firm of T. E. Poirier & Co., painters, Montreal.

McKenzie & Campbell, general merchants, Kirkfield, Ont., are changing their style to Campbell & Co.

The Dodge & Dennison Co., Limited, general merchants, Kentville, N.S., have made application for incorporation.

Malvina Daoust, wife of Antoine Cabana, has registered as proprietress of the firm, Cabana & Co., general merchants, St. Hyacinthe Que.

FIRES.

S. L. Squire, general merchant, Waterford, Ont., has suffered loss by fire.

Damien Lacasse, saw miller, Lyster, Que., has been burned out ; no insurance.

The premises of Rheaume & Belanger, foundry owners, Montreal, have been damaged by fire.

The Goold, Shapley & Muir Co., Limited, manufacturers of refrigerators, fannning mills, etc., Brantford, have suffered loss by fire.

DEATHS.

Pierre Nadeau, blacksmith, Fraserville, Que., is dead.

Simon S. Bishop, painter, Annapolis, N.S., is dead.

G. L. Pelletier, of G. L. Pelletier & Co., general merchants, Matanae, Que., is dead.

Louis Collette, general merchant, St. Bruno, Que,, is dead.

PATENT REPORT.

Below will be found the only complete report of patents granted last week, to American inventors, in lines appertaining to hardware, by the United States Government. This report is prepared, especially for this paper, by Marion & Marion, 185 St. James street, Montreal: Nos. 599,993, H. Busse, bicycle ; 599,970, G. Osborne, bicycle attachment ; 600,045, E. E. Robinson, bicycle brake; 599,851, B. Ljungstrom, bicycle chain disk or cam ; 599,820, P. H. White, bicycle chain guard ; 599,884, C. H. Wills, bicycle gear casing ; 600,006, J. Kroder & al., support for curtain poles; 590,800, C. E. Scribner, automatic electric door closer ; 599,741, A. W. Savage, magazine magnetic tack hammer ; 600,122, C. E. Doebler, nail puller ; 599,933, G. Goddu, string nail ; 599,980, W. C. Althen, nut lock.

MORE GROUND SPACE WANTED.

The Massey-Harris Co., Toronto and Brantford, desire to extend their ground space at Toronto, and have applied to the city council for the following concessions :

"1. The closing and deeding to us of Wellington avenue from Strachan avenue to Massey street, and the closing and deeding to us of Massey street from Wellington avenue to within 100 feet of King street, shown by plan.

"2. The granting of the right of way for a railway siding, beginning at a suitable point on the city's property east of Strachan avenue, thence across and along Strachan avenue to the buildings to be erected,

"3. That their present assessment be not ncreased because of any extensions of property or additions to buildings that will be made."

The Assessment Commissioner has expressed himself as favoring the granting of the concessions asked.

SUGGESTION RE PRICES.

LOW prices should by no means be mentioned too frequently by dealers as the superior attraction which their goods possess, wisely remarks Stoves and Hardware Reporter. In truth, people are often apt to be wary of too great or excessive cheapness, since it is known to be frequently incompatible with good quality. Every effort should be made by merchants to educate people up to a standard where they will consider the durability and utility of goods before they bargain or bicker about the price. It should be duly impressed on customers, where and whenever it possibly can, that quality is equally as important as a low price. If a dealer keeps high-class goods in stock and refuses to cater to the excessively cheap trade, he will ultimately elevate the standard of prices and quality which people should be influenced to prefer.

In the beginning there would of course be many people who would be disappointed in not finding cheap grades; but if they could be gradually taught that it is a false economy to buy cheap goods, a revolution would finally be wrought which should prove beneficial to all concerned in the transactions. Not many merchants have enough fortitude to enable them to live up to their convictions in this particular, and so they hesitate to let people understand that quality should be considered before price, or else not buy at all. It is a mistaken idea, which many prospective customers indulge in, that they should be getting the lowest possible price which could be quoted on an article.

It would be well in such cases for dealers to say that the price is the lowest which can be received for a well-made article of merchandise and that a lower price would necessitate inferior workmanship and quality which would not insure good wear or durability. Too often customers ignore the need of a profit for the merchant, a fact which certainly causes a lessening of it. This might finally be done away with by firm and systematic procedure on the part of merchants.

REMEDY FOR BURNS.

Accidents are common in all trades, and where they are apt to be of a sudden and acute nature, it is but humane to be prepared for emergencies. In this connection the following is worthy of note: A Parisian doctor has discovered that a solution of 1 part of picric acid to 75 parts of water will surely and speedily cure the most terrible burns and scalds, and recommends that barrels of the solution be kept in foundries, etc., in which workmen could be immersed. The pain is instantly removed, sores and blisters prevented and a cure completed in four or five days.

HARDWARE DEALERS' MAGAZINE

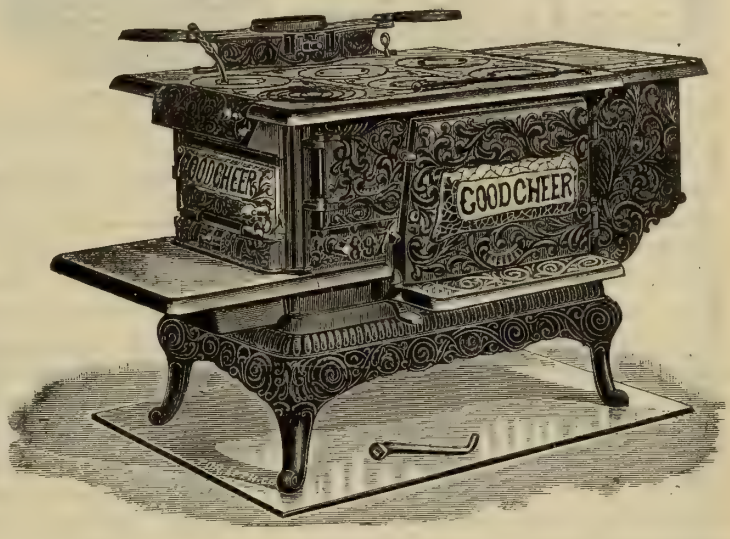
Largest Circulation in its field in the World

One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

Good Cheer Ranges

LARGE STEEL OVENS

Three styles each — Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



Sold by Leading Dealers Everywhere. All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

One of the many unsolicited testimonials received for our Eureka Steel Sap Spouts

Sydenham Mar 1st 98

To Thos Davidson Mf'g Co Ltd.
Montreal Canada

Dear Sir

If you are still Manufacturing the Steel Eureka Sap Spout please let me know by a card as I want to get some and I like the Eureka Spout the best.

Address Frank Caldwell
Box 74, Sydenham Ont

It is economical and durable.
Holds the bucket safely and securely.
Easily inserted, does not injure the tree and secures full flow of sap.
Prevents all leakage and waste.
Neatly packed in cardboard boxes of 100 each.

The Thos. Davidson Mfg. Co., Limited

MONTREAL

1898 quality much heavier than formerly.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper ... **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS ....
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

LIGHTING BUFFALO FROM NIAGARA.

IT is expected that within a few months the city of Buffalo will be lighted by electricity generated by machines operated by Niagara power, says Iron Age. In order to accomplish this result and to reduce the cost of illumination, the Buffalo General Electric Co. will build a new station and install therein an entire new plant, casting aside all their present machines. The current for the operation of the station will be supplied by the Cataract Power and Conduit Co., and 11 static transformers to be installed will mark the end of one plant and the beginning of the other. These transformers will have a little over 300 horse-power each, the 11 bringing the total capacity to near 4,000 horse-power. They will receive the Niagara current at a voltage of about 11,000 and transform it to a current of heavy amperage, but of only 352 volts. They will be fed by two independent cables in order that the service of the station may not be impaired by any accident to either of the three-phase systems between the Falls and Buffalo. Each cable will be capable of carrying the entire power of the station. The 352 volt current from the lower side of the transformers will be carried into the light station on copper bus bars about 1 inch thick and 6 inches wide, and from these bars the current will be distributed to the various machines. From the Buffalo station electricity is supplied for three uses—namely, high tension direct currents for street lighting, low tension direct current for small powers, motors, etc., and high tension alternating for inside arc lighting and various uses. The new installation will consist of twelve 250 light units, arranged on an efficient and economical plan. The current from the bus bars will be used to operate or drive motors of 200 horse-power, which will stand between two 125 light machines. The ends of the motor's armature will be connected to the armatures of the two generators and the direct current from the unit will supply 250 arc lamps of 10 amperes each. The low tension current for small powers will be obtained from two rotary transformers of 300 horse-power each. The direct current from these machines will be of 550 amperes.

A novelty of the new station will be the frequency changers to be installed. They will be the largest machines of the kind in the country, and will change the current from 25 cycles per minute as it comes from the Falls to 62.7 cycles a second and a voltage of 2,200. In these machines there will be amature revolution of 375 and 12 poles in the field. The cycles numbering 62.5 will give 125 alterations to the second. In a general way a frequency changer may be said to be a compound machine, one part of the unit being a motor and the other practically a generator—that is, it gives off an independent current of a different voltage and different number of alterations per minute.

ENGLISH VS. GERMAN HARDWARE.

At the recent annual dinner of the Wolverhampton Chamber of Commerce, Mr. Loftus B. Moreton, of Messrs. John Moreton & Co., made a very interesting speech, in the course of which he alluded to the falling-off in the demand for cheap German hardware. Cheap locks, he said, were so discredited that English-made articles were being imported into Germany, re-wrapped in German paper, labelled with German labels, and sent to our English colonies. These facts are being verified by colonial correspondents, some of whom go so far as to intimate that it is not only German hardware of the "cheap and nasty" type which is going out of favor among buyers, but English hardware of the same type also. It is an open secret that at Willenhall the colonial demand for the cheapest class of door, pad and cabinet locks has been declining for some months past, while the demand for medium and better class locks has not only been maintained but in some cases actually increased. It is only reasonable to conclude that the experience of the lock trade in this respect is also the experience of some other branches of local industry.—Hardwareman.

THE LISTOWEL FLAX MILLS.

A proposition has just been made, with a view to the formation of a joint stock company, to take over the Livingston flax mills, in Listowel. Mr. James Livingston, of Baden, was in Listowel a few days ago in connection with the matter. The value placed upon the farm and mills by Mr. Livingston is $9,000, and they will take in payment therefor $3,750 in cash and $5,250 in stock in the proposed company. It is estimated that the company can be floated with a capital of $12,000, although the busi- could be better handled with a capital of $15,000, which would require a subscription of paid-up stock, from the neighborhood, of about $8,000 or $9,000. The Livingstons would naturally be the largest shareholders, but would not control the stock, and their business experience and connection with the trade would, of course, be entirely at the disposal of the company. This would give the investors the full benefit and assistance of a long and successful business experience, while at the same time the final control of the company's affairs would not remain in the hands of any one individual. In order to have the mill operated during the coming season it is necessary that the scheme, if undertaken, should be completed at once. The matter is under consideration, and it is anticipated that a decision will be arrived at in the course of a week or so.—Beacon, Stratford.

THE HARDWAREMEN WON.

An exciting game of hockey was played on Friday evening, on the Prince Arthur rink, Montreal, between the teams from Thos. Davidson Mfg. Co., Limited, and Caverhill, Learmont & Co., which resulted in a win for the hardwaremen, the score being 2—1. The teams lined up as follows: Thos. Davidson Mfg. Co.—Kearney, Pollan, Lefebvre, Lawlor, Kearney, Lefebvre, Milloy. Caverhill, Learmont & Co.—Bremner, Botterell, Newman, Briegel, Bain, Cockburn, Davidson. Mr. G. Cheese made a very satisfactory referee.

EVERY GOOD THING

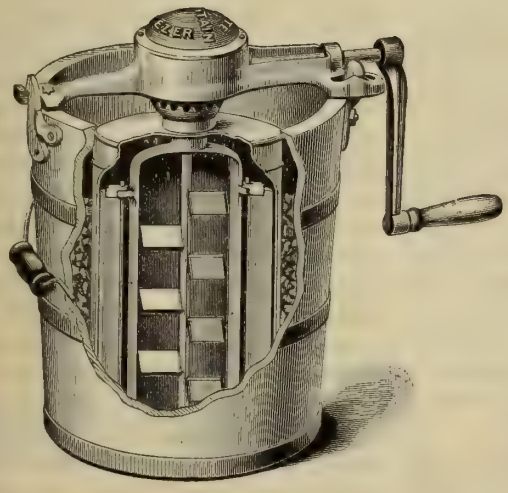
Pertaining to

Ice Cream Freezers

Originated with

And is used in

White Mountain Freezers



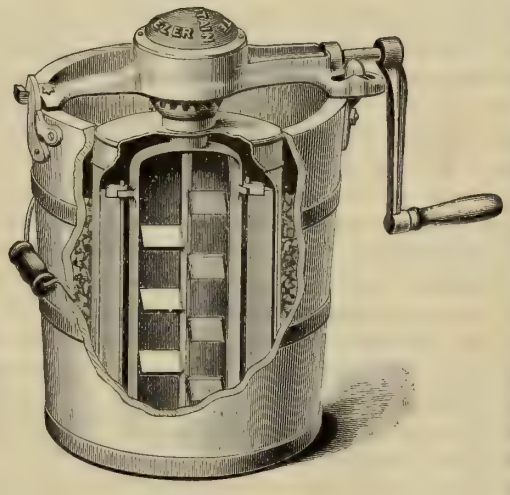
Triple Motion

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer.



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H.

Plumber and Steam-Fitter

ACCIDENTS TO BOILERS.

WHILE in the office of a manufacturer of house heating boilers recently, a customer asked the price of several sections of a vertical sectional steam boiler, says a writer in Metal Worker. The natural question was, how did the sections in the boiler become damaged so that they needed to be replaced? The explanation showed that the children in the building were playing in the basement and while the janitor was away for a short time one of them opened the draw off cock on the steam boiler and ran practically all of the water out of the boiler. The boiler was under a good fire at the time and the janitor damped the fire down by heaving on a large quantity of coal. This, however, was not done before three of the sections cracked from overheating.

This brought to light another instance where a building was heated with a hot water system, and as it was in a store building which had no tenant during the latter part of the winter the water was drawn off. The store being rented in the spring the new tenant was not familar with the fact that the water had been drawn off from the heating system, and when cold weather came in the fall a good fire was started in the boiler. A complaint was made at once to the steam fitter whose name was on the boiler that although they had a good fire they were not able to get any heat. On going to the boiler and opening the door, it was seen that some of the sections were at a cherry heat. The steam fitter knew at once that this could not be if the system was filled with water and drew the fire and allowed the boiler to cool down gradually. After the boiler was sufficiently cooled the system was filled, the fire rebuilt and no trouble was experienced in heating the building.

PLUMBING AND HEATING CONTRACTS.

W. G. Ritchie & Co., Toronto, have secured the contracts for the heating and plumbing in the residences of Robt. Jaffray, H. V. Cawthra, E. J. Teasdall, John MacEwen and R. P. Powell, and the contract for the heating of the new greenhouse on King street for Tidy, the florist.

Alfred Blais & Co., Montreal, have received the contract for the plumbing, heating, ventilating and roofing of a house for S. Demers, Lachine.

A. MacKay & Co., Montreal, have secured the contract for the plumbing, heating and ventilating of a factory for M. Larin; also the plumbing, heating and ventilating of a factory for M. N. Lamiel & Co.

PLUMBING AND HEATING NOTES.

A BLOCK to cost $120,000 will be erected on the site of the McIntyre block, Winnipeg, recently destroyed by fire.

Chapelle & Edwards, plumbers, Trail, B.C., have dissolved partnership.

Hebden & Hebden have commenced business as plumbers at Nelson, B.C.

Some fine brick buildings are to be erected in Kincardine during the coming summer.

The stock, etc., belonging to the estate of A. Rodgers, plumber, Hamilton, is advertised for sale by tender.

Charles Taylor, plumber, King street, Toronto, was fined $6 for breaches of the Toronto plumbing by-law.

The Star Iron Co., Montreal, manufacturers of hot water furnaces, boilers, hot water, steam heating apparatus and fittings, etc., has been dissolved.

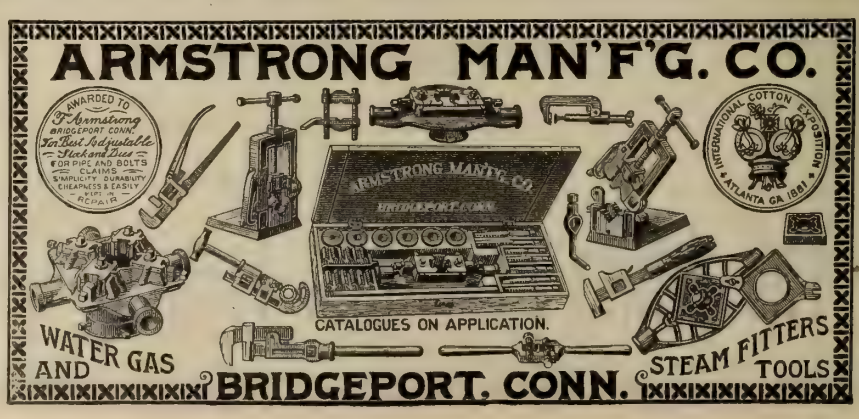
The Toronto City Engineer suggests the use of steel pipes, 30 feet high, to be erected on the streets at a cost of $40 each, to be covered at the outlet by the usual hood to carry the sewer gases into the air above the heads of pedestrians.

J. H. Gardner & Bro., plumbers, Montreal, have opened a hardware store in connection with their business at the corner of Wellington and Charron streets. They have a well-assorted stock and a bright and cheerful store; over the entrance and windows a row of incandescent lights.

The building permits issued from the City Commissioner's Department, Toronto, for the last month show a considerable increase over the corresponding month of last year. February, 1898, amounts to $78,510, whereas February, 1897, was only $19,700. There is a decrease, however, from the $147,570 of January, 1898.

THE DIFFERENCE IN RATING TANK HEATERS.

"A Mystified Plumber" writes Metal Worker as follows: "The growing custom of supplying hot water to tenants in apartment houses is developing quite a trade for what are known as tank heaters. The size of the apartment house and the number of tenants govern the size of the reservoir and the tank heater that must be used. When the plumber has determined the size of the hot water reservoir that will be required, he must necessarily have some means of judging as to the capacity of tank heaters. There is very little information that can be used as a guide for proportioning the hot water heater to the reservoir as gathered from past experience with water backs in stoves and ranges, and the plumber naturally calls on the manufacturer to give him some idea of the capacity of the heater which he must purchase to do the work with any given job. In looking over the various catalogues of such goods, which have been furnished him on application, he finds a seeming inconsistency in rating, and I send herewith the ratings taken from several different cata-



logues for heaters having about the same size of grate :

	Fire pot diameter. Inches.	Capacity in gallons.	Capacity in radiation.
A.....	12	50	100
B.....	12	75	100
C.....	12	75	130
D.....	12	75	150
E.....	14	75 to 100	125
F.....	12	100	75
G.....	12	120	80
H.....	13	175	150
I.....	13	250	225

"It is not strange that all the heaters are not rated of exactly the same capacity, and some difference in rating might be accounted for by the difference in construction, which would provide more heating surface in one heater than another. It will be noticed, however, by a study of the two columns giving the capacity that the water heating and radiation capacity of the heaters are not in at all the same proportion in different cases, one boiler heating 50 gallons of water or 100 feet of radiation, while another of the same size of fire pot will heat 120 gallons of water or 80 feet of radiation, and it is this inconsistency that is confusing to the plumber.

"There has been a general impression among those who have had experience that hot water heaters will heat from one-half to two-thirds as many gallons of water as they will carry feet of direct radiation. This seems reasonable, inasmuch as in a hot water heating system the water circulates, and ordinarily leaves the heater at a temperature of 180 degrees, more or less, and after making a circulation through the system, is returned at a temperature of about 150 degrees or less, losing 30 or more degrees in temperature in the radiators and piping system. It is also generally known that radiators hold on an average considerably less than a quart of water per square foot of surface, and some are said to hold but one pint of water. Taking this into consideration, and also that the water returns to the heater to be reheated at a temperature of 150 degrees, it seems reasonable that a given heater could not heat as many gallons of water as it will carry square feet of radiation. The ratings given in the above table, however, in the majority of instances, state that the tank heaters will raise from 40 or 50 degrees, the temperature of the water from the street main, to a temperature of 212 degrees, as many gallons of water per hour as given in the table. From a study of the table it is natural to conclude that some of the heaters must be overrated in their water-heating capacity or underrated in their capacity to carry radiation."

HAND-BOOK ON GALVANIZED IRON.

A. C. Leslie & Co., Canadian agents for "Queen's Head" brand of galvanized iron, are presenting their Canadian friends with a neat hand-book which any worker in this class of goods will find very handy. It gives an enquirer the different gauges, widths and weights of the various sizes this well-known firm manufacture in galvanized iron. Address a post card and get one.

A HALIFAX PLUMBING FIRM.

HARDWARE AND METAL last week called on Farquhar Bros., corner of Bloor and Barrington streets, Halifax, N.S. This firm consists of Robert and James Farquhar. They are gas-fitters, plumbers, tinsmiths, and sheet iron workers, and also handle stoves and kitchen furnishing goods.

During the summer of 1897 they erected a four-storey solid brick block, and took possession late in December.

The principal wareroom is large and conveniently arranged. The show room for plumbers' supplies is found on the second flat, and the gasfitters' department and work rooms are located on the third and fourth flats. From the windows of the fourth storey a fine view is obtained, and Mr. Farquhar pointed with pride to the magnificent harbor that Halifax possesses, and also to the disabled French liner, La Champagne, lying safely at anchor in the distance.

BUSINESS OUTLOOK IN SARNIA.

The Sarnia Post states that Sarnia is on the eve of a great season of good times, especially in the building trade. Many new houses, including some large ones, will be built, while the enlargment of the Bushnell refinery, the establishment of the G.T.R. roundhouse at the tunnel yards, and the waterworks extension, will give employment to 500 men. As trade has been good in Sarnia for some time, a small boom is expected during the coming summer.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Wharf at Les Boules," will be received at this office until Monday, the 28th day of March next, inclusively, for the construction of a wharf with stone approach at "Les Boules," Little Metis Harbor, Rimouski County, P.Q., according to a plan and a specification to be seen at the offices of the Clerk of the Dominion Public Works, Quebec (Post Office Building) and the Postmaster at Little Metis, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for twenty-five hundred dollars ($2,500.00) must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

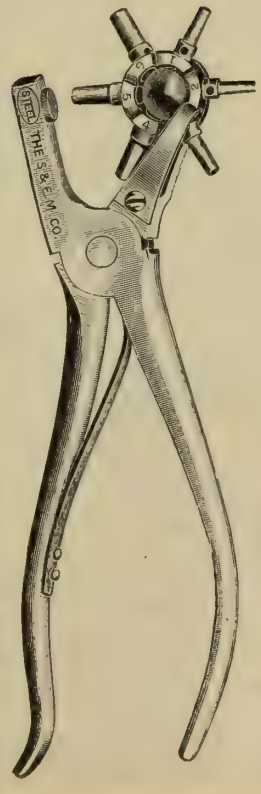
The Department does not bind itself to accept the lowest or any tender.

By order,

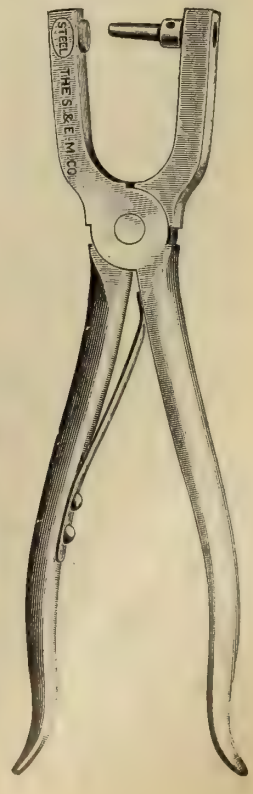
E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, 26th Feb., 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (13)



The
Smith & Egge Manfg. Co.
BRIDGEPORT, CONN., U.S.A.
Manufacturers of
REVOLVING AND SPRING
BELT PUNCHES
Conductors' Ticket Punches.
BICYCLE SUNDRIES.
"Giant" Metal Sash Chain.
SASH PULLEYS.
"Red Metal" and Steel Chain.
PADLOCKS and RAT TRAPS.



Joseph Rodgers & Sons, Limited

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS

Mar. 11, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.X.X., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60 " " 14x65, "		0 05¾ 0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

		Base	Price
Common Bar, per 100 lbs	....	1 50	1 60
" from factory "	....	1 40	1 45
Refined " "	....	....	1 80
Horse Shoe " "	....	....	1 80
Band " "	....	1 85	2 00
Hoop " "	....	....	2 00
Swedish " "	....	4 00	4 25
Sleigh Shoe Steel "	....	....	2 50
Tire Steel	....	....	2 50
Machinery	....	2 50	2 75
Cast Steel, per lb	....	0 10	0 14
Thos. Firth & Sons' Cast Steel		0 12	0 14
Russian Sheet, per lb	....	0 10½	0 11
Tank Plates, 1-5 and thicker.		2 00	2 25
Boiler Rivets	....	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
....	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"	....	1 90
inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet.

Galvanized, ½ inch $4 to $4.25, ¾ inch $4.80 to $5, 1 inch $6.75 to $7, 1¼ inch $9.25 to $9.62½, 1½ inch $11.75 to $12.25 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60 and 10 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
eets, hard-rolled, 2x4 .. 0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 03¾
Domestic, per lb	....	0 03½
Bar, 1 lb.	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10¾	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08¼

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 0[illegible]
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¾
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 56

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal.	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 06½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 [illegible]
Strip	0 16	0 [illegible]
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pisto sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
[illegible]rs, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

	Pe M,
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen ..	13 00	20 00
Adjustable Stearn's, each....	4 50	6 50
Post-hole, Vaughan's, each ..	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss	7 25	8 00
" Sewing, per gross..		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	....	6 00
Forest Clipper	....	6 25
Lance	8 50	9 00
Mann's	6 25	8 00
Maple Leaf	....	7 25
Hand Made	...	7 50
Climax	....	7 75
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	2 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

From 8 to 12 inch, per doz....	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland		2 50
English "		2 50
Belgium "		2 35
Canadian hydraulic		1 10

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net		3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Closets.

Richelieu, embossed		2 75
" plain		2 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz.....(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, dis. 50 p.c.
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each....	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each		0 30
Enamelled each		0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 60
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross....	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair..	0 40	

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾

Screw hook and hinge—

6 to 12 in., per 100 lbs.	....	3 15
14 in. up, per 100 lbs.	....	2 35

	Per doz. set.	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
" C" brand, 50 p.c. dis.
" M" brand 50 p. c.

HORSE SHOES.

	per keg
Light and medium pattern " M" brand	3 25
Snow Shoes	3 50
Steel Shoes, light	3 50
" " extra light, Nos. 0, 1, 2	5 00
Steel Shoes, Nos. 3, 4, 5	4 25
" " assorted, 0 to 5..	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60	

KNOBS.

Door, japanned and N.P., per doz	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d.................................... 2 50
4 and 5d............................. 2 25
6 and 7d............................. 2 15
8 and 9d............................. 2 00
10 and 12d........................... 1 95
16 and 20d........................... 1 90
30, 40, 50 and 60d. (base)............ 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L...................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6.............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16-in. and larger, per lb.	7⅛	8¼
⅜ in.	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent..... .....

SASH CORD.

Per lb........................ 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each......... 0 75 2 75
" frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..............................
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 60
English, Patent Leather .... 5 50 [illegible]
Chesterman's, each .... 0 90 2 [illegible]
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p.c. rev. list discount.
Annealed, annealed and oiled, 35 per cent. ; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd	....	....
Plain twist	....	....

Above figures f.o.b. Cleveland.
Terms, 30 days, or 2 per cent. in 10 days.

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

Scales! Scales!

IMPERIAL STANDARD SCALES

Scales for all purposes, of all capacities from ⅛ ounce to 100 tons. In quality of material, finish and accuracy of adjustment unsurpassed.

Burrow, Stewart & Milne
Manufacturers, HAMILTON.

ONE MOMENT!

— HAVE YOU TRIED —

Best Best Poplar Brand Galvanized Iron ?

Patent Flattened Sheets.
GUARANTEED.

BEAUTIFUL IN FINISH
PERFECTLY FLAT
UNEQUALLED IN QUALITY
EVEN IN THICKNESS

Manufactured by

BLACKWALL GALVANIZED IRON CO.
LONDON, ENGLAND.

J. WATTERSON & CO.
Sole Agents for Canada . . . Montreal

Knowles, Ham & Nott Co. Limited.

BRANTFORD

The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

WE WANT TO HEAR.

WHEN YOU NEED

RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White).
"Kinkproof," (Wire Bound)
"Lion," "King," "Leader," "Competition," "Fairy," (Cotton).

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

When in Need of Paints order only....

ROBERTSON'S PURE PREPARED PAINTS

From

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

HARDWARE AND METAL

CANADA

Manufacturers of

Paints

DRY COLORS
and VARNISHES

REGISTERED TRADE MARK

ISLAND CITY

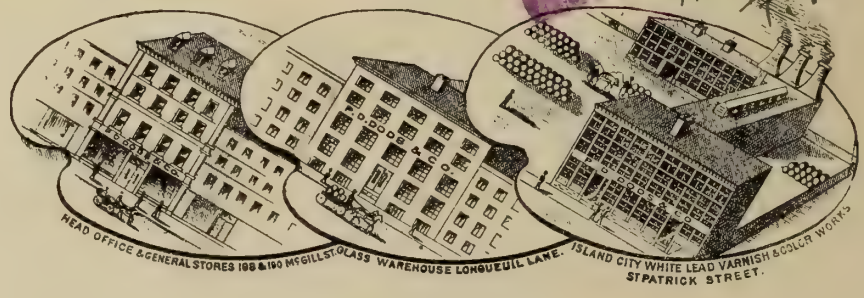
Island City Floor Paint

Dries in eight hours.

Island City House Paints

Ready for the brush. Send for sample card showing 42 colors.

ISLAND CITY ENAMEL PAINTS, GLOSS CARRIAGE PAINTS, BARN PAINTS.



Oil Wood Stains, Water Stains, Prepared Kalsomine and Fresco Tints,
Island City Liquid Oxide Roofing Paints, Fine Coach Varnishes,
Island City Coach Filler.

Full Stock of . . .

Window Glass—Plate, Obscured, Colored, Enamelled.

P. D. DODS & CO.

TORONTO MONTREAL

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, MARCH 19, 1898 | No. 12

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar, and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

HAVE YOU RECEIVED

one of our little hand-books on Galvanized Iron? If not, drop us a card and we will mail you one. They are useful and interesting, and we want them to be in the hands of everyone who is interested in Galvanized Iron.

JOHN LYSAGHT, Limited
Bristol and Montreal
(Address, A. C. LESLIE & CO., Montreal)

The Toronto Radiator Mfg. Co. Limited

TORONTO, ONT.

Manufacturers

Safford Radiators
Daisy Boilers . . .
Wrought Iron Pipe
Cast and Malleable Fittings

WRITE FOR PRICES. Long Distance Telephone 5007.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

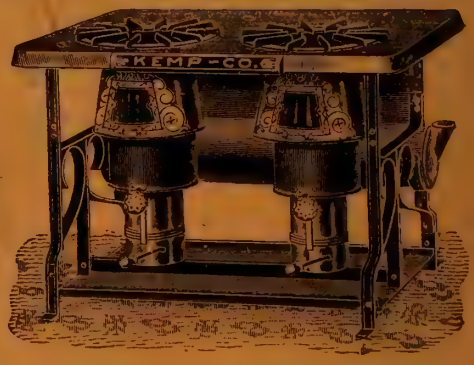
THE BOOTH COPPER CO.
Limited.

TORONTO

Kemp's

Blue Flame

Oil Stoves



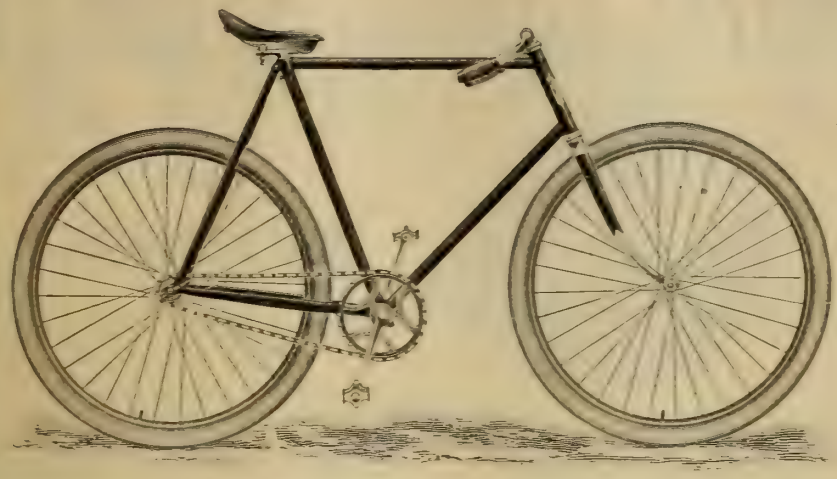
Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.
Toronto, Canada



Myers Bicycle Stands are in Great Demand.

Phoenix Bicycles

1898

Have all the latest improvements and are up to date in every respect. Write for descriptive catalogue. There are still a few towns open for appointment of agents. . . . .

Garden Tools,
Harvest Tools,
Draining Tools.

Lawn Mowers,
Spades and Shovels

Screen Doors—Plain and Fancy.

Screen Windows **Green Wire Cloth**

Poultry Netting **Screen Door Hinges**

METALS—

Galvanized Iron

"Gordon Crown" (English),
"Falcon" (American)

Tin Plate

"M.L.S." "Vulture," "Murex."

PARIS GREEN

in 250-lb. Kegs
100-lb. Drums
1-lb. Papers

SPORTING GOODS.

Our Spring Stock will be complete in Rifles, Guns, Revolvers, Implements and Ammunition.

M. & L. Samuel, Benjamin & Co.

English House.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

ALBERT MANUFACTURING COMPANY

HILLSBOROUGH, NEW BRUNSWICK.

Manufacturers of the well-known "HAMMER-BRAND"

Calcined Plaster

.. AND ..

Patent Rock Wall Plaster

The practical modern wall plaster which fully meets the long existing demand of Builders for a material that will produce walls and ceilings free from the defects arising from the use of old-fashioned lime and sand plaster, which has for so long been a source of continual annoyance and expense to Building Owners, as it is always liable to crack, bulge and fall off, even when honestly made.

ROCK WALL PLASTER is a substitute for ordinary lime mortar, and when applied to ceilings or walls does not fall, does not of itself crack, and is by actual test 400 times stronger than ordinary lime and sand plaster.

ROCK WALL PLASTER, when subjected to heat or water, does not crumble or fall off; the woodwork is therefore protected for a longer time in case of fire.

ROCK WALL PLASTER saves time, admits of carpenters immediately following plasterers, giving the owner his building weeks earlier than with ordinary plaster.

ROCK WALL PLASTER affords a fine and most durable surface for decorating and papering.

ROCK WALL PLASTER is **fireproof,** and is recognized by boards of underwriters as a remarkable fire retarder.

ROCK WALL PLASTER can be used in winter as well as in summer, as it is only necessary to keep it from freezing till after it thoroughly sets, after which it is not affected by frosts, and gives a house that is healthy to occupy at once.

ROCK WALL PLASTER does not stain in contact with iron; it adheres firmly to iron, wood or brick.

ABSOLUTELY FIRE-PROOF PARTITION WALLS
can be constructed with Rock Wall Plaster if built as specified in circular.

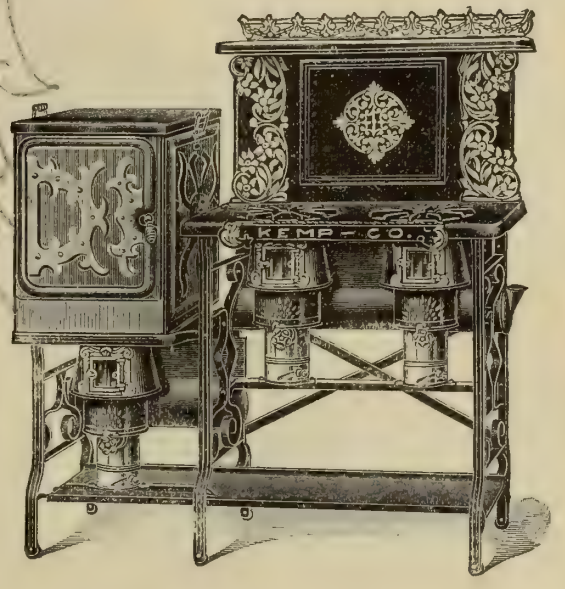
CIRCULARS, and all further information regarding the use of Rock Wall Plaster, will be furnished upon application.

FOR SALE BY ALL DEALERS IN BUILDING MATERIALS.

KEMP'S Blue Flame Oil Stoves

ESSENTIAL FEATURES:

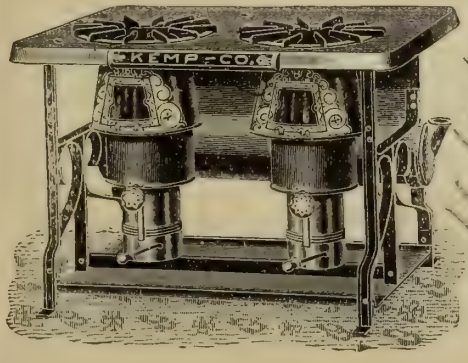
Handsome in Appearance
Simple in Construction
Powerful in Heat
Easy to Operate
Economical in Fuel
Easy to Trim and Re-Wick



ONLY STOVE made with **SOLID DRAWN INSIDE AND OUTSIDE BURNER TUBES.**
NO SIDE SEAMS to leak. . . . . .
NO PERFORATIONS to be easily filled up with dirt.
BROAD TOPS.

The simplest, readiest understood, and most reliable Blue Flame Burner made.

Do not speculate in cheap or experimental lines, but buy only the best.



Kemp Manfg. Co.

TORONTO

CORDAGE

All Kinds and for all Purposes.

Manilla Rope
Sisal Rope
Jute Rope
Russian Rope

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope

Lathyarn
Shingleyarn
Bale Rope
Lariat Rope

Spunyarn
Pulp Cord
Lobster Marline
Paper Cord

Marline
Houseline
Hambroline
Clotheslines

Halyards
Deep Sealine
Ratline
Plow Lines

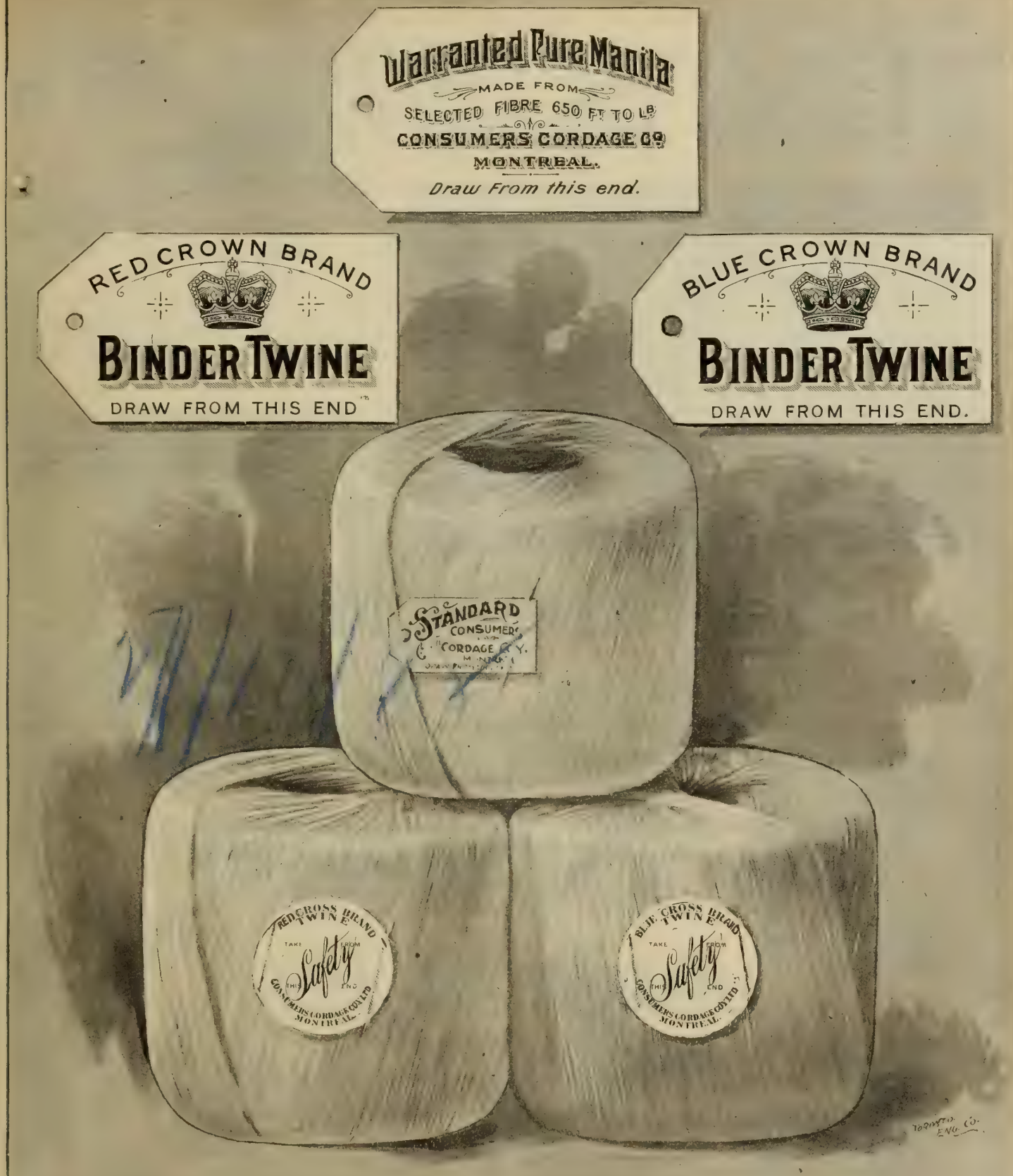
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manilla hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

Consumers Cordage Company, Limited

MONTREAL, QUE.



CONSUMERS CORDAGE CO. LTD.

MONTREAL

TENTS Flags, Awnings, and Camp Furniture

KLONDYKE SUPPLIES . . .

Sleeping Bags, Kit Bags
Dunnage Bags
Tarpaulins, etc. . . .

We made the **TENTS** for Mr. Ogilvie and his party, and also for Major Walsh's expedition.

Our goods are equalled by none. 203 Medals and First Prizes at leading exhibitions all over the world testify to their superiority.

COLE'S NATIONAL MFG. CO.

Correspondence Invited.
Estimates for Special Work
Cheerfully Furnished. . . .

160 Sparks Street, OTTAWA

MONARCH
HORSE NAILS

BEST STOCK. DRIVE BEST. HOLD BEST.

Write us for Samples and Prices.

Maritime Nail Co., Limited, St. John, N.B.

COWAN & BRITTON

GANANOQUE, ONT.

Established 1861

Manufacturers . . .

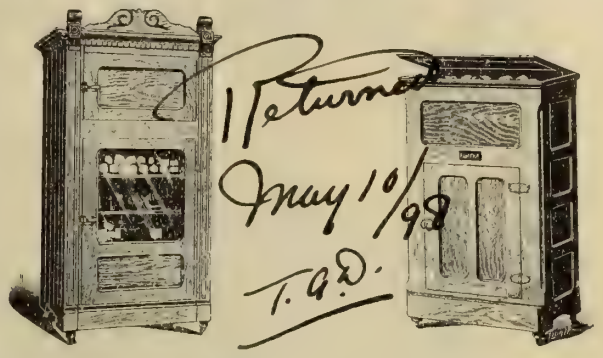
Wrought Steel Butts
of every description.
Strap and Tee Hinges
Screw Hook Hinges
Washers . . . .
Hasps and Staples
Staples . . . .
Hooks and Staples
Nail Pullers
Nails, of every description.

Goods Unsurpassed and Prices the Lowest.

ORDERS SOLICITED

—THE—

EUREKA REFRIGERATORS



TO THE TRADE—

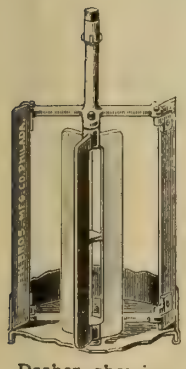
Our advice is to handle the best. The EUREKA fills the bill. No zinc, no corroding, no nasty smells—nothing but pure air. Spruce lined. Orange shellacked. Our Catalogue will give you all particulars. We can supply anything, from a small Domestic to a Cold Storage. The largest refrigerator manufacturers in the Dominion. Address

The Eureka Refrigerator Co.

54-56 Noble St., TORONTO, CANADA

PERFECTION IS FOUND IN

GEM and LIGHTNING FREEZERS



Dasher, showing Twin Scrapers on "Lightning."

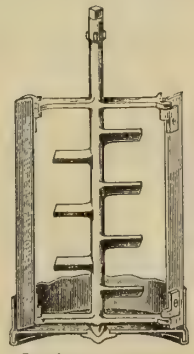
WITH ..

New Automatic Twin Scrapers

Operating Positively and Continuously.

Put and held in place by movement of can against lower end of scraper.

The most practical improvement made in any Freezer for many years past, and not contained in any other Freezers.



Dasher, showing Twin Scrapers on "Gem."

OTHER POINTS OF PERFECTION NOT FOUND IN ANY OTHER FREEZERS.

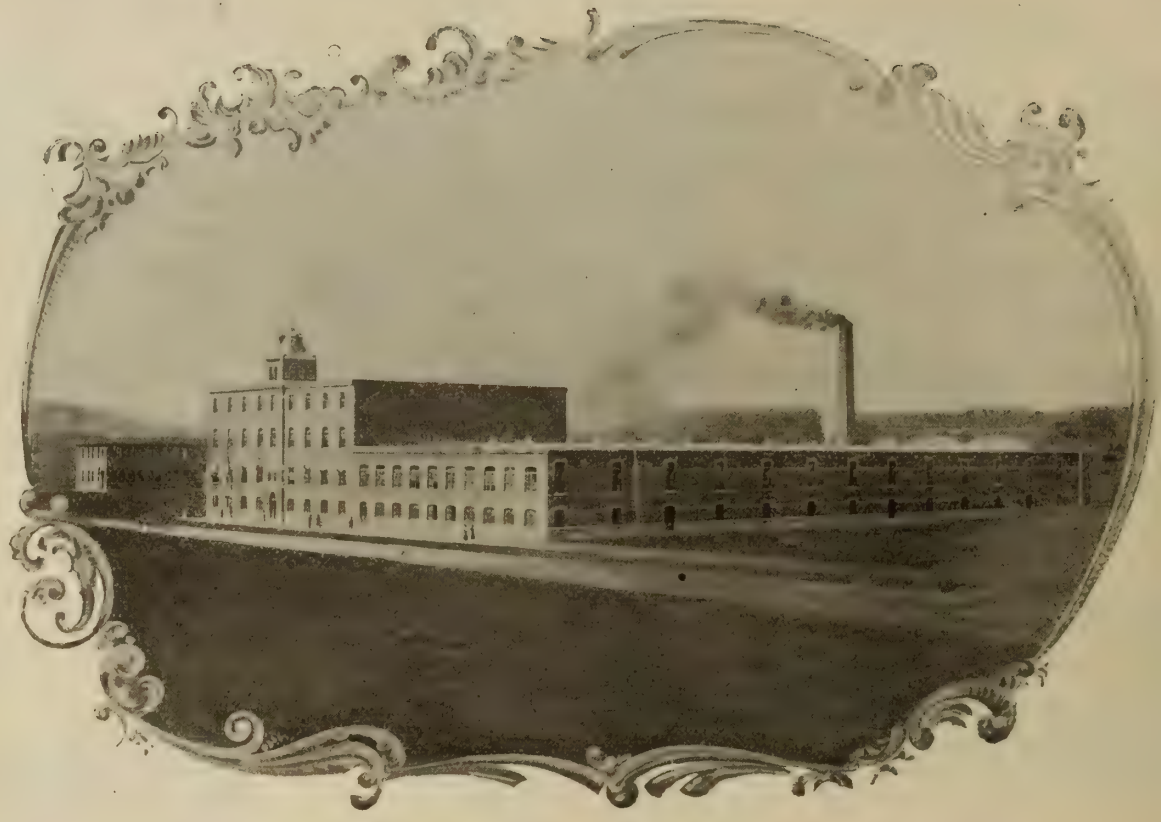
Cedar Pails with Electric Welded Wire Hoops.
Cans with Drawn Steel Bottoms.
Materials and Workmanship.

Guaranteed not to fall off or break.
Guaranteed not to Break or Leak.
Guaranteed of Superior Quality.

Sold by all Leading Jobbers. Made exclusively by

NORTH BROS. MFG. CO., Philadelphia, Pa.

WALL PAPERS



One of the largest and best equipped wall paper factories in America. Capacity, 60,000 rolls per day. Dealers who require a few

Bright and Attractive

patterns to freshen up their stock for spring, should write us at once for samples. We have a large stock in all grades.

The Watson, Foster Company
LIMITED

. . . MONTREAL . . .

M. Staunton & Co.

WALL PAPERS

Add a few bright and catchy *patterns to your stock for spring, they will help the sale of your old goods. We have a good variety in all grades. Now is the time, before the best patterns are sold out.*

SAMPLES SENT, EXPRESS PAID, ON REQUEST.

M. Staunton & Co.

MANUFACTURERS, TORONTO, ONT.

The Latest Development

The Paint which is engaging the greatest amount of interest for the new season is the **White Cross**

This Paint is suitable for Exterior and Interior Decoration. It is pure white, extremely durable, intensely strong in body. Will not flake, chalk, nor crack.

IS A LITTLE CHEAPER THAN PURE WHITE LEAD.
UP-TO-DATE PAINTERS WILL USE IT.

THE CANADA PAINT CO., Limited

. . . MONTREAL . . .

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MARCH 19, 1898 No. 12

PASSING THOUGHTS.

By Lew.

WHEN you see an opportunity open for doing something which will help you in business, do it. The opening may close while you are procrastinating.

A clean record is a good trade lubricant.

Worry has killed more people than work.

Success that is not born of honesty is illegitimate.

There is a time for play, but it is not during business hours.

A man may have mastered his business and yet be its slave.

Perseverance is the price of prosperity in this progressive age.

Inertia has killed more men than ever hard work has prostrated.

Business men who do not think will eventually run off the track.

When the stock is not well taken care of the business becometh rusty.

Merchants should get pleasure, as well as bread, out of their business.

He who essays to build up a business must also build up a reputation.

Spare moments are the raw materials from which men make their future.

Procrastination has robbed more men of dollars than thieves have of cents.

When a man drives a bargain in business he should clinch it with his honesty.

Dust is no more a necessity to the hardware store than it is to the grocery store.

Concern for party exigencies is the business of the average professional politician.

You cannot drift to success in business. You have either got to pull or drift to failure.

While it is the man that makes the business it is also the business that makes the man.

A hardware window which is not well dressed is not a wear well window in public estimation.

Silver spoons, with which some men are said to be born, often turn out to be arrows of destruction. It is better to be born with brains than money, and with a penchant for industry rather than a long pedigree.

The man who looks after his business does not require much looking after by his creditors.

Man cannot very well live without money, but in the getting of money many a man has lost his life.

Success does not come to young men who watch the clock ; it comes to those who watch for opportunities.

The hardware man should experience no difficulty in exercising tact. Tacks are a part of his stock-in-trade.

The commercial traveler is a man who gets over a great deal of business as well as a great deal of territory.

Become inattentive to business and it will flee from you no matter how tight a hold you may have upon it.

The question of price cutting may be an old chestnut, but we never seem to get at the kernel of the cure for it.

He who embarks in a business which he knows nothing about, soon becomes acquainted with his own ignorance.

By and bye the man who does not possess a bicycle will, like the man who is without legs, be accounted a cripple.

The future of a business should not depend upon the fluctuations of the market, but upon the stability of the merchant.

Merchants without a trade paper are without a window through which a prospect of the commercial world is to be obtained.

Some store windows would attract more attention if the blinds were drawn than do the goods which are now shoveled into them.

All the gold is not in the Klondyke. Gold is in and about your business if you will get up enough energy and enterprise to delve for it.

The legality of the powder pool in the United States is being tested. It will be hard on the pool if the law should turn out to be a lucifer.

A clerk's future does not depend upon either his birth or his employer : It depends upon the energy and common sense he can put into operation.

Troubles never come singly. After a merchant's non-paying customers have set him upon his beam ends the sheriff comes along, shoves him overboard, and takes possession in the name of the creditors.

CANADA SINCE CONFEDERATION.

MEASURING area by area, Canadians are not at all disposed to feel humiliated when comparing themselves with the United States, but when comparisons as to population, manufacturing importance and material wealth generally are made between the two countries, too many of us in the Dominion are inclined to sit in sackcloth and ashes. And it is not altogether without some reason.

To every square mile of territory we have only 1.4 persons, while the United States has 18 persons, while in manufacturing industries and commercial interests Canada also occupies a much inferior position. But if those who confine their comparisons along these lines would only extend them, and, at the same time, contemplate the possibilities of the Dominion, it is the loud timbrel they would be sounding, and not throwing ashes upon their heads.

Our population, while only a little more than five millions, is composed of elements for nation-building which are decidedly of a good order. Across the border there are millions of people whom we would not take under any consideration, and whom the United States would be only too glad to give to us, and with a premium thrown in. Then, as to agricultural possibilities, they are undoubtedly of a most promising character, while practically all the arable land in the United States has been taken up. To say nothing of the unlimited areas open for settlement in the Northwest Territories and the extensive areas in Ontario and Manitoba, there are 7,000,000 acres of surveyed but ungranted land in Quebec, and a like number in New Brunswick, while Nova Scotia has 1,500,000 ungranted acres and Prince Edward Island 45,000 acres.

Although Canada is essentially an agricultural country, we have really no reason to be ashamed of our position in respect to manufactures.

CANADA AS A PRIZE-WINNER.

At the last agricultural show at Sydney, New South Wales, Canadian exhibitors of manufactured goods took prizes in every display in which they entered, and in which prizes were given. One firm took first for railway trolleys, first for farm wagons, second for wagons, third for dump drays; another took first and second for buggies, and a third took first for display of paints and varnishes. All the articles, too, came from stock, and were not specially prepared for the exhibttion.

Canada is, however, in a national sense, but an infant. The Dominion was only born thirty years ago. And thirty years in the life of a nation is not even as a day in the life of a man.

Figures are as a rule, dry things, but when they relate to one's own country they should not be uninteresting. And not only should they be interesting, but inspiring as well, particularly when, in the main, they are favorable, as are those relating to Canada from the day of her birth till the present.

Want of population is one of our chief causes of complaint. But even in this respect our cup is by no means all sorrow. The population in 1871 of what is now the Dominion of Canada was 3,635,000. Prince Edward Island did not come into the Confederation till 1873, but its population in 1871 is embodied in the figures we give above. In 1881 the population of the Dominion was 4,324,810; in 1891, 4,833,239, and it is at present officially stated to be 5,083,424. During the thirty years of our history as a confederation the increase in population has been about 40 per cent. And our outlook for population now is better than it ever was.

The exports of animal and agricultural products have steadily increased since confederation, the value of the quantity we sent out in 1896 being, notwithstanding the fall in prices, over 118 per cent. larger than during the year of confederation. The following table gives these exports of animal and agricultural products in ten-year periods; also the percentage taken by Great Britain and the United States, respectively:

		Percentage Exported to	
Year.	Total Value.	G. B.	U. S.
1867	$22,452,473	20.24	65.92
1877	27,587,236	49.76	44.75
1887	41,357,870	59.04	36.07
1896	48,791,344	85.45	12.65

The quantity of animal and agricultural products exported in 1896 to Great Britain was the largest, both in regard to value and in percentage to total exports on record.

WHEAT AND FLOUR EXPORTS.

Our total exports of wheat and flour in 1868 were equal to 4,201,422 bushels, and in 1896 they were 14,318,607 bushels, an increase of 250 per cent. Our exports of barley have fallen off enormously, thanks to the McKinley tariff. In 1882 our exports of that cereal reached 11,588,446 bushels, but last year they were less than one million bushels. Maize increased from 10,057 bushels to 2,499,080 bushels, and in 1894 the exportation of this grain reached over ten million bushels. Under the classification "other breadstuffs," the quantity exported in 1868 was 14,577,964 pounds, and in 1896 it was 38,723,905, or an increase of over 171 per cent.

According to the census returns there were 411,214 more horses in the country in 1891 than in 1881; in cattle, 686,597 more; in swine, 526,231 more. Sheep, on the other hand, decreased 484,897 during the ten years. Of horses we, in 1874, exported 5,339, and in 1896 the number was 21,852; of cattle, 39,623 and 104,451 respectively, and of sheep 252,081 and 391,490 respectively.

As in animal and agricultural products, so in exports of cattle and sheep; those to Great Britain have gradually increased, while those to the United States have as steadily decreased. In 1875 we shipped to Great Britain 455 cattle, and to the United States 34,651, but last year (1897) the number was 97,042 to Great Britain, and 1,646 to the United States. In sheep practically the same results are shown. In 1874, 1875 and 1876 we sent no sheep to Great Britain, but in the first-named year we exported 248,208 to the United States. The year 1877 saw us ship 3,170 sheep to Great Britain, and 198,820 to the United States, while in 1896 Great Britain took 219,810 head, and the United States 162,775 head.

The increase in provisions, the product of Canada, has been most gratifying, as the following brief table will show. We also give the value of the quantities sent respectively to Great Britain and the United States:

	Quantity in lbs.	To G. B. Value.	To U. S. Value.
1874	83,126,411	$ 7,084,349	$1,741,948
1884	106,433,119	9,598,004	2,038,230
1894	209,638,105	20,789,467	238,179
1896	246,881,998	20,805,579	133,718

In quantity the increase between 1874 and 1896 was nearly 200 per cent. The increase in the value of the exports to Great Britain

was 193 per cent. and the decrease to the United States about 340 per cent.

CANADA'S GREAT FISHING INDUSTRIES.

One of Canada's chief assets is her fisheries, and the increase in the output of these has been as satisfactory as it is great. In 1869 the yield was valued at $4,376,526. Ten years later the total was $13,529,254, and in 1895, the last year for which we have figures to hand, the aggregate value was $20,185,298. The fisheries of Nova Scotia easily occupy the first place, while New Brunswick and British Columbia were in 1895 almost tie for second place. The number of fishermen employed in the Dominion in 1895 was 71,334, against 61,395 in 1879.

Of our total catch of fish we export more than 50 per cent., the total value of the exports for 1895 being $11,077,765, and of this amount $4,462,002 worth were taken by Great Britain, $3,301,671 by the United States, and $1,088,824 by the British West Indies. The total amount taken by the British Empire was $5,794,961.

THE MINING INDUSTRY.

In the development of our mineral resources the progress has not been as marked as the character of these resources warranted; but, as everyone is aware, the prospects in this respect were never so bright as they are to-day, what with the gold fields of Kootenay, the Klondyke, and Ontario promising as they do. At the same time, however, the production in both 1895 and 1896 is a great deal above the average of previous years. In the latter year the production of metallic, non-metallic, and sundry metals was valued at $23,627,305, or over 91 per cent. above the average of the three years of 1886-7-8.

It will thus be seen that, notwithstanding the comparatively little development of the mines that is going on, the value of the output already exceeds that of the fisheries. What it will be in another year or two no one can say, but that the output of gold alone will, before long, exceed in value last year's yield of minerals of all kinds is not at all improbable. Our exports of minerals last year were valued at $8,650,436, compared with $6,304,970 worth in 1891. The United States took all but about a million dollars' worth of this. Coal is the most valuable of our exports of minerals, as it also is in the matter of production, and the increase in the quantity exported since confederation has been gradual, until last year it reached 1,102,067 tons, as against 295,335 tons in 1868.

FOREIGN TRADE.

The foreign trade of the Dominion (exports and imports) has increased over 114 per cent. since confederation, while the exports have increased about 140 per cent. and the imports by over 61 per cent. The following table gives the imports, exports and the total trade for ten-year periods:

A HINT AS TO THE AREA OF CANADA.

Its area exceeds that of Europe (minus Russia and Scandinavia) and Australia.

	Imports.	Exports.	Total trade.
1868	$ 73,459,644	$ 57,567,888	$131,027,532
1878	93,981,787	79,323,667	172,405,454
1888	110,894,630	90,203,000	201,097,630
1896	118,011,508	121,013,852	239,025,360
1897	119,218,609	137,950,253	257,168,862

The exports last year were the largest on record. The same is to be said of the aggregate foreign trade of the Dominion.

A BAROMETER OF MANUFACTURES.

One class of imports which may be taken as a sort of barometer of our manufacturing condition is that of articles in a crude state which enter into the manufacture of various goods. For the three fiscal years 1877-79 these averaged in value $9,012,196, but by 1896 they had swelled to $22,854,825, an increase of about 144 per cent. In articles imported wholly or partially manufactured for use as materials in the manufactures and mechanical arts an increase is also to be noted, the total value of such goods brought

into the Dominion in 1896 being $19,319,806, against $9,998,241 as the average for the three years 1877-79, or over 94 per cent. of an increase. On the other hand, imports of manufactured goods ready for consumption have remained almost stationary during the period covered from 1877 to 1896.

The following table gives the percentages of goods entered for home consumption imported from the United States and Great Britian to the total value of imports during the ten-year periods of 1875, 1885 and 1895 respectively :

	1875.	1885.	1895.
Great Britain	50.45	40.31	29.58
United States	42.47	45.91	51.91

Thus, in view of the fact that our export trade has fallen off enormously with the United States and increased enormously with Great Britain, the result shown in the above table is significant. What effect the preferential tariff of one-fourth will have in reducing the 22.33 per cent. that is now to the advantage of the United States, and transferring the balance of trade in favor of Great Britain, remains to be seen. In providing the minimum tariff Canada has done something towards bringing this about ; and she may do more in this or some other way. But exporters in Great Britian can assist a great deal by bringing their goods more prominently before the Canadian public and energetically pushing for trade.

CANADA'S RAILWAY SYSTEM.

In 1875 the number of miles of railway in operation in Canada was 4,856½ ; and in 1896 it was 16,270 ; in 1875 the train mileage was 17,680,168, and in 1896 it was 44,500,602 ; in 1875 the number of passengers carried was 5,190,416, and in 1896 it was 14,810,407 ; in 1875 the tons of freight carried were 5,670,836, and in 1896 they were 24,266,825 ; in 1875 the earnings were $19,470,539, and in 1896 they were $50,545,569 ; in 1874 the working expenses were $15,775,532, and in 1896 they were $35,042,655 ; in 1875 the passengers per head of population were 1.34, and in 1896 they were 2.88 ; in 1875 the tons of freight per head of population were 1.46, and in 1896 they were 4.73.

"WHAT WE HAVE WE'LL HOLD."

Canada has a canal system aggregating over 90 miles. In 1884 the tonnage through these canals was 3,393,928, and in 1895 it was 3,869,738. Canada's total expenditure on canals up to 1896 aggregated $80,925,522.

SIX YEARS OF EXPORTS.

The following table gives the exports of the mine, fisheries, forest, animals and their products, agricultural products and manufactures for each year from 1891 to 1896 inclusive, and the figures are condensed from the Statistical Year Book :

	1891.	1892.	1893.	1894.	1895.	1896.
Mine	$5,782,424	$5,905,628	$5,328,835	$5,799,337	$6,981,550	$8,056,047
Fisheries	9,745,401	9,675,398	8,743,050	11,102,692	10,692,247	11,077,765
Forest	5,434,912	5,288,087	5,592,893	6 831,184	5,517,342	6,067,741
Animals and their products	25,967,741	28,594,859	31,736,499	31,881,973	34,387,770	36,507,641
Agricultural products	13,666 858	21,113,234	22,149,490	17,677,649	15,719,123	14,083,361
Manufactures*	25,145,071	24,035,488	28,462,031	27,215,691	26,144,376	30,476,932

*Includes sawn lumber of all kinds, box shooks, shingles, ashes, treenails, staves, headings.

It should be remembered that these figures represent values. If they represented quantities the result would show larger increases for the later years, for, as everyone knows, prices have declined a great deal during the six years covered by the table, and still a great deal more since the year of confederation. This fact should be borne in mind in considering all other figures besides those just quoted.

THE MARINE INDUSTRY.

While her trade and commerce has been expanding, Canada has not forgotten to guard the interests of her marine. In 1868 there were 198 light stations and 227 lighthouses in the country, but in 1896 the numbers were 629 and 770, respectively. The expenditure in the meantime increased from $371,071 to $854,690.

The tonnage of sea-going vessels which entered and cleared at Canadian ports was 4,319,321 in 1868 and 11,458,824 in 1896. Of this latter sum, 2,141,272 tons were contributed by Canadian vessels against 1,634,333 in 1876. In 1876 the number of vessels to thus clear was 8,554 and in 1896 13,462.

While the number of Canadian vessels which arrived at and departed from Canadian ports on inland waters was less in 1896 than in 1868, yet the tonnage register was larger. In 1868 the number was 26,682 and in 1896 16,355, while the tonnage was 4,826,780 and 5,967,917 respectively for the years named.

The tonnage of vessels, British and foreign, engaged in the coasting trade was 10,300,936 in 1876, and 27,431,753 in 1896.

The ordinary revenue and expenditure of the country in 1868 was $13,687,928 and $13,486,092 respectively ; in 1896 the figures were $36,618,591 and $36,949,142 respectively.

BANKS AND BANKING.

The banking institutions, like the commercial interests of the country, also show a steady expansion. This is evident from the following table, which is given for ten-year periods and 1896 :

	1868.	1878.	1888.	1896.
Capital paid up	$30,507,447	$63,682,863	$60,345,035	$62,043,173
Notes in circulation	9,350,646	20,475,586	32,205,259	31,456,297
Total on deposit	33,653,594	70,866,253	125,136,473	193,616,049
Discounts to the people	52,299,050	119,682,659	141,002,373	213,211,996
Liabilities	45,144,854	95,538,831	163,990,797	232,338,086
Assets	79,860,976	175,450,274	243,504,164	320,937,643

The deposits in the various savings banks of the Dominion, including post office, other Government and special savings banks, for the same periods as given above, were : 1868, $5,057,607 ; 1878, $14,128,185 ; 1888, $51,846,350 ; 1896, $61,259,152. The amount per head of population was, in 1871, $2.96 ; in 1881, $5.44 ; in 1891, $10.39 ; in 1893, $11.04 ; in 1894, $11.17 ; in 1895, $11.36, and in 1896, $11.95.

The paid-up capital of the loan companies increased from $8,042,158 in 1874 to $40,504,504 in 1895 ; the reserve fund from $1,336,462 in 1874 to $11,131,307 in 1895 ; the deposits from $4,614,812 in 1874 to $19,945,944 in 1895 ; the total liabilities from $16,229,407 in 1874 to $141,834,490 in 1895 ; the total assets from $16,229,407 in 1874 to $142,781,369 in 1895.

One of the evidences of the development of Canada since Con-

federation is the post office statistics. In 1868 there were 3,638 post offices, and in 1896 there were 9,103. Registered letters sent in 1868, 704,750; in 1896, 3,505,500. Total letters posted in 1868, 18,100,000; in 1896, 116,028,000. The number of post cards sent in 1876, the first year in which a separate record of them was kept, was 4,646,000; in 1896, 24,794,800. The number of letters per head of population was 5.37 in 1868, and 22.64 in 1896. The number of newspapers, periodicals, books, etc., per head of population sent through the mails in 1868 was 5.60, and in 1896 it was 19.57.

In 1869 the amount received as premiums by the fire insurance companies doing business in Canada was $1,785,539, and in 1896 it was $7,079,794. The amount of fire insurance at risk in 1869 was $188,359,809, and in 1896 it was $842,746,853.

The amount of life insurance effected in 1869 by Canadian, British and United States companies was $12,854,132, and in 1896 it was $42,951,991. The amount effected by the purely Canadian companies was $1,156,855 in 1869, and $26,176,836 in 1896. Thus while the life insurance business of Canada, foreign and home companies included, increased two and a half times, that of the Canadian companies increased about twenty-five times.

It will perhaps not be uninteresting to note that in 1868 there were 570 applications for patents in the Dominion, and in 1896 the number was 3,728. In 1868 there were 34 copyrights registered, and in 1896 the number was 653.

THE WIDE-AWAKE MAN.

"UP-TO-DATE" is a phrase which, while it has obtained general acceptance, is not interpreted in the same manner by all. The common acceptance is, that traders to whom the term is applied are "in front of the procession," to use a colloquialism, and not to be caught napping. This, however, is not a sound or common-sense interpretation of the term.

A merchant does not require to possess the low, foxy cunning of the race-course tout to be up-to-date, but rather that he should be thoroughly well informed in all the details of his business, a close observer of the currents or tendencies of trade and their probable effect, which he can easily be by watching his trade journals, and a man who pays one hundred cents on the dollar. Such a man will naturally be quick to recognize a trade advantage; but this does not of necessity involve that he would decend to undue tactics to oust a rival.

The man who does may succeed for a while, but he is invariably found out, and then it is surprising to observe with what unanimity his fellows fight shy of him.

The up-to-date man is at his office or place of business promptly on time, he sees that everything has its place, and that it is in that place, for a slovenly person can never be up-to-date, not even if he fills his store with the latest and best goods in the market. The ideal merchant should also aim at thoroughness rather than all round superficiality.

Of course, it is not given to anyone to be perfect, but that does not prevent all from aiming to be so.

Lady visitor (at office of eminent physician): "I have called, doctor, to ask if there is any cure for sleep-walking. I have had the habit for years, and lately it has become worse." Dr. Highprice: "It can be cured, madam. Take this prescription, and have it made up at Colde, Steele & Co.'s." "Colde, Steele & Co.'s! Why that is not a drug store; it is a hardware store." "Yes, Madam. The prescription calls for a paper of tacks. Dose —two tablespoonfuls scattered about the floor before retiring."—New York Weekly.

STOVE WAREHOUSES IN WINNIPEG.

WINNIPEG can well boast of its stove warehouses. The McClary Manufacturing Co. have an enormous warehouse on the C. P. R. tracks near the Ogilvie mill, and handsome uptown showrooms just off Main on Bannatyne street east. In addition to stoves and furnaces, they carry full lines of graniteware, galvanized ironware, tinware and dairy and cheese factory supplies. This firm are making special features of two stoves, "The Airtight Heater" and "The Famous Prairie." The first is a wood stove, made of Russia iron with swing feed cover at top; in fact, it looks very much like a drum that has been squeezed into an oval. The chief advantage of this stove is the draught, which is controlled by a thread screw, and a cold air opening at the top which cuts off the draught. The stove is relieved by nickel finishings. The fact that it will keep in all night with the light wood which has to be burned in Mantoba is much in its favor, and it has proved a ready seller, over 400 of these stoves having been disposed of in the province.

The "Famous Prairie" is a cook stove which, it is claimed, can bake 212 loaves of bread in 6¾ hours with 2½ cubic feet of wood. Either coal or wood may be used in this stove, but it is successful with the Souris coal, for which a special grate is provided. They have a fine line of gas ranges, and expect a large trade in them this coming summer owing to the reduction in the price of gas.

The Gurney-Tilden Co., Limited, have a very handsome warehouse on Rupert street west, which they erected two years ago. It is four storeys and basement, with about 30,000 feet of floor space, and cost about $20,000. The general plan of the building is that of the Ashdown warehouse on a smaller scale. The offices are on the first floor, and are handsomely finished in British Columbia red cedar.

The firm carry all lines of stoves, furnaces, hot water and steam fittings, tinware, tin plates, graniteware, scales, etc., and are making a special bid for Klondyke trade with a stove called the "Klondyke Heater," and a cook stove adapted for easy portaging.

Herrick, Anderson & Co. act as manufacturers' agents for Burrow, Stewart & Milne, Hamilton, and D. Moore & Co., Limited, of the same place. Although this firm carry samples of many lines of stoves, the "Grand Jewel" cook stove is their special feature. The strong point of this stove is the steel oven in one piece, which never cracks or warps, and effects a great saving of fuel. It also has a grate constructed to burn Souris coal, and the stove is without doubt meeting with a large sale throughout the entire province, in fact, I believe the agents claim they did 60 per cent. of the entire cook stove trade in the past year. Other stoves noticed in these warerooms were the "Pansy" and the "Florida." These are new makes of stoves from D. Moore & Co., Limited. This firm are executing many orders for the Klondyke. Among other articles furnished by them is a patent folding stove. They are also agents for a handy contrivance of camp kettles, pots and pans that fold up and fit the one into the other. This outfit is the work of Mr. Chas. Ross, of Edmonton, and exceeds in convenience many of the expensive outfits already on the market. They also show a good line of Adam Hall steel hotel ranges.

It is currently whispered that Mrs. ———, while cleaning house, asked her husband to nail up some [ ]. He refused. She looked †† at him, told him his conduct was without a ||, beat him with her ☞ until he saw **. He now lies in a ,tose state and may soon be a fit subject for dis⅜. A man must be an * his life in that way and put a . to his existence.

WINNIPEG'S WHOLESALE HARDWARE HOUSES.

By C. E. H.

THERE is no feature of business life in Winnipeg more surprising to the new arrival than the substantial buildings in which the wholesale trade is carried on. And when Winnipeggers themselves pause to think they too are surprised at what a couple of decades have brought forth. And in no line is the growth and change more noticeable than that of the wholesale hardware. Fifteen years ago it was a very small infant; to-day it holds up its head proudly with any and all comers.

A few notes about the leading firms, their business and success, may be of interest to readers of HARDWARE AND METAL, both in the province of Manitoba and also in eastern Canada.

Speaking of eastern Canada reminds me of a funny thing I heard the other day. A gentleman representing a large electrical company from Chicago was in Winnipeg and was asked :

"Is this your first visit to Winnipeg ?"

"Yes, I have been in British Columbia before, but this is my first visit to Canada," he replied.

When his questioner laughingly asked if he did not consider British Columbia part of the Dominion, he laughed himself and said "Well, somehow it seems different." But, to the hardware trade of Winnipeg :

Geo. D. Wood & Co. have been established here for some 18 years and carry on a large trade in all lines of shelf and heavy hardware, tools, miners' outfits, tinware, woodenware, in fact all the lines included in a general hardware business. The present premises occupied by the firm are situated east of Main street, but last summer they commenced the erection of a large new warehouse on the corner of McDermott and Albert streets, just two blocks west of Main street, in the heart of the city, and one of the finest business sites in Winnipeg. The foundation was put in last fall, and the superstructure will be proceeded with as soon as the season opens. When this building is finished HARDWARE AND METAL will be furnished with a proper description of its size and merits. In conversation with your correspondent, Mr. Geo. D. Wood said that business had been remarkably good during the past season, and they were making preparations for a heavy trade next summer, especially in building hardware.

James Robertson & Co. are both wholesale and retail merchants. Their wholesale warerooms are east of Main street, and they carry a heavy stock in all lines of general hardware. As the manager was out upon the two occasions when your correspondent called, it was not possible to go through their establishment or get any details as to business done and the like. It is, however, quite safe to say that their business during the past season has been a heavy, and, no doubt, a profitable one. A novel and pleasing feature of their large offices and sample rooms is the display of rubber plants, standing in tubs and reaching nearly to the ceiling. At another time it is hoped to give a fuller account of this enterprising firm.

The Miller, Morse Co. occupy commodious premises on the west side of Princess, three blocks west of Main. The first section of the building was erected in 1887, when it was thought ample for many years to come, but four years ago the firm found it necessary to build an addition almost as large as the original building. This gave it four floors and basement, 70 x 100 feet, and they are now making arrangements to erect a further addition, 40 x 100, for the better storing of bar iron. The firm carries full lines of shelf and heavy hardware, bar iron, tinware, woodenware, paints, oils, cement, harvest tools and sporting goods, and they are agents for the Dupont smokeless and black powders.

J. H. Ashdown's wholesale warehouse is situated on Bannatyne street east, two blocks from his large retail stores, which are on the northwest corner of Maine and Bannatyne streets. For many years both wholesale and retail were carried on in the same block, but increasing business necessitated a change, and, in 1895, the present warehouse was erected. It is a four-storey building with basement, 80 x 140, and contains nearly 60,000 square feet of floor space. The foundation is of native stone on a sub-foundation of concrete. The superstructure is of white brick with facings of native stone. Inside, the building is arranged so as to give the largest possible space consistent with strength. The different floors are supported by cross beams and pillars. In the basement the pillars are 2 feet square, and decrease gradually in size until on the fourth floor they are only 10 inches in thickness. The top of each pillar is fitted with a metal cap bolted to the pillar and to the cross beam. On top of the cross beam is a similar cap, or rather socket, into which the base of the smaller pillar for the next storey is securely bolted. The arrangement for shelf hardware is on the American plan, tiers of shelving back to back with plenty of space between for the trucks to run when orders are being filled. Another convenience is that of swinging shelves for harvest tools and galvanized iron ware, and long ranges of separate stalls for each size and kind of saw. The bar iron is all arranged in pits. The bottoms of the pits are in the basement, and on the first floor the bars are all in sight, each size having a pit to itself from which it can be taken from the gangways running between each set of pits. In this way it is possible to take out a single bar of iron of any size without moving or, in fact, touching any other bar. Besides convenience in handling, this arrangement effects great saving in space. The elevator is run by electricity, and has above the cage a metal arch which presses against the floor above ; the floor parts in large trap doors, which are raised on each side by arms, allowing the cage to pass through, the arms, which work automatically, then lower the doors into place. In descending the trap doors are raised automatically by the floor of the elevator pressing on projecting cams which raise the door. In this way the elevator space between floors is never open except as the cage passes through, and as there is a good system of electric signals for the opening and shutting of these doors it is almost impossible for an accident to occur. The elevator runs with great rapidity, and is capable of sustaining enormous weights. Throughout this building and connecting each department with the corresponding one in the retail, is a complete system of private telephones. The sample rooms, where a large stock of silverware is carried, and the offices are on the second floor, with windows looking south and east. They are fitted with every modern convenience for the display of goods and the rapid transaction of office work. The firm carry shelf and heavy hardware, stoves, tinware, harvest tools, miners' outfits, cement, paints, oils, silverware, guns, and sporting goods of all kinds, including three lines of bicycles. A spur connects the building with the transfer railway, and all goods are unloaded from and loaded directly on the cars, greatly facilitating the receipt and dispatch of freight.

HUMOROUS PUTTY SIGN.

A hardware man along Queen street west, Toronto, who is known as a practical joker, has the following sign displayed in the window above a huge bladder of putty :

> KLONDYKE PUDDING !
> Unequalled for "staying" properties.

H. S. HOWLAND, SONS & CO.

Wholesale Only . . . . TORONTO.

STOCKS FOR SPRING COMPLETE.

Spades, Shovels and Scoops
Forks, Manure Drags, Hoes, Rakes
Corn Planters, Post-Hole Augers and Spoons
TOOLS FOR LUMBERMEN
Draining Tools, Wheelbarrows

Picks, Mattocks, Axes, Files, Hammers
Wrenches, Saws, Chisels, Planes
Turnscrews, Augers and Bits, Glues
MINERS' SUPPLIES
Locks, Knobs, Butts, Screws, Bolts

Anvils, Vises, Bellows, Blacksmiths' Tools
Steel, Iron, Wire, Pipe, Rope, Chain
Window Glass, Putty, White Lead, Oils
BICYCLE SUNDRIES
Churns, Wringers, Washing Machines
Cutlery and House Furnishings

Graham Wire and Cut Nails are the Best.

OUR PRICES ARE RIGHT. WE SOLICIT YOUR TRADE.

H. S. HOWLAND, SONS & CO., TORONTO

WHOLESALE ONLY.

STEPS IN THE MANUFACTURE OF CHAIN.

THE accompanying illustrations, for which we are indebted to the Oneida Community, Limited, Niagara Falls, Ont., show the various steps in their manufacture of chain, from the first comparatively crude product to the kind which they are now producing and marketing, not only in this country but also in England, Germany, France and other European countries. When the society first commenced the manufacture of chain hand labor performed the entire work, and methods were very crude. Wire was wound round the leaf of an old wagon spring, each spiral being cut off with a cold chisel, and the oval loops were welded together at a small blacksmith's forge. During the long career of the society it has constantly aimed at improvement, and their mechanics, a number of whom have now worked in their shops for nearly 50 years, have never seemed quite satisfied with the quality of the output or the economy of the processes of manufacture. Early in 1854 the importance of the business caused special attention to be given to its details, and a machine was constructed to turn out well formed links ready to weld, as seen in Fig. 1.

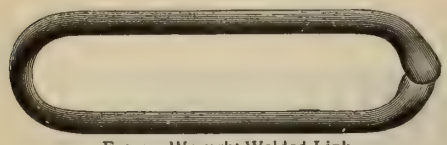


Fig. 1.—Wrought Welded Link.

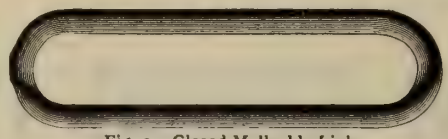


Fig. 2.—Closed Malleable Link.

Fig. 3.—Malleable Link, Improved Form, Open.

The next year (having already in operation an iron foundry) a closed malleable link, Fig. 2, was produced, at a less cost, which could be alternated with the welded ones.

The malleable link suggested an idea which was speedily put into practical form. Links like Figs. 3 and 4 were moulded in large quantities and at a comparatively small cost. The putting together of these links, being a quick mechanical process without the use of fire, very much cheapened the cost of chain. The distinctively American idea of a non-welded interlocking chain was further improved in 1865 by changing the form of link, Figs. 5 and 6, so that they were closed by a sidewise operation. Figs. 7 and 8 show the final shape assumed by the malleable link. Millions of feet of this chain were made in the later seventies. The trade learned to know it by the name of "American" chain, and when in 1880 it was succeeded by the present American chain, Fig. 9, the same name was transferred to its successor. The present American chain, Fig. 9, is said to have been successful from the start, and although chain made on this principle has been made in small sizes of brass, for plumbers' use, by other manufacturers, we are advised the Oneida community were the first to manufacture it in steel in larger sizes than the plumbers' or safety chain referred to, in appreciable quantities. Within a year of its production the vises for putting together the malleable links were cast aside. Cut automatically from Bessemer steel bands, the links are light and smooth, possessing at the same time great tensile strength. The form of link makes the chain very flexible, and the shortness adapts it for use in machinery, the chain working with great freedom over very small pulleys.

The latest production of these chainmakers was the invention a few years ago of a chain made from coil wire, Fig. 10, known as Oneida steel wire chain. The link is made on the principle of a square knot, which is tied mechanically by a very intricate machine and with great rapidity. Steel wire is steel in its strongest form, and this link utilizes the full strength of the metal by providing a fastening or knot stronger than the wire itself.

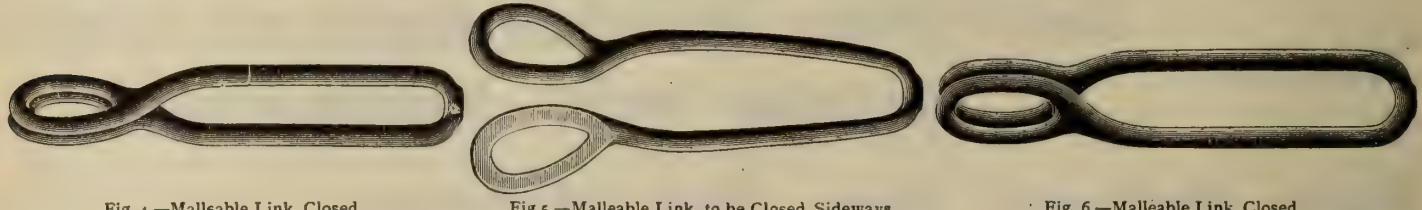


Fig. 4.—Malleable Link, Closed.

Fig 5.—Malleable Link, to be Closed Sideways.

Fig. 6.—Malleable Link, Closed.

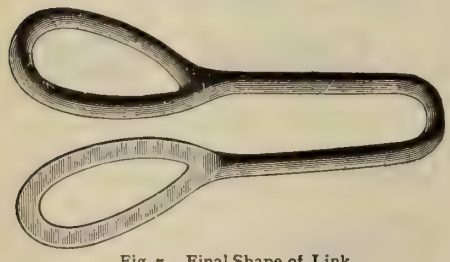


Fig. 7.—Final Shape of Link.

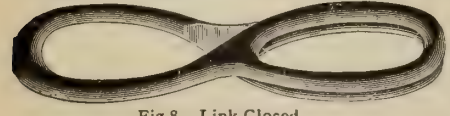


Fig. 8.—Link Closed.

Fig. 9.—American Steel Chain.

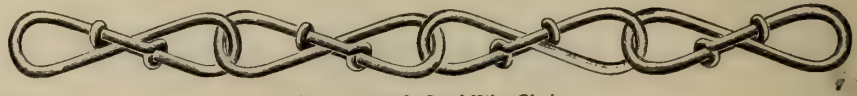


Fig. 10.—Oneida Steel Wire Chain.

HE TOLD HIM HIS NAME.

He was dressed, says an exchange, like a farmer, and he looked enquiringly at the clerk behind the counter of our chief post office, and pointed pantomimically to a bundle of letters the latter was sorting.

"What name?" asked the clerk.

"Louder," cried the agriculturist.

Supposing his customer to be deaf, the clerk repeated his query in a tone calculated to wake the dead. But the man only smiled an unmeaning smile, and said: "Louder."

The clerk took a long breath, and the yell that followed startled even the phlegmatic husbandman.

"No offence, sir, I hope? Yes, that's my name—Louder, sir."

"Oh, ah!" said the clerk; "I never thought of that. Yes; here's a letter."

WE are "Headquarters" for

Sheet, Plate, and Ornamental

GLASS

of every description.

From stock and for importation.

Martin's Germantown Lamp Black
Paints, Oils, Varnishes
Gold, Silver and Metal Leafs
Bronze Powders
Sandpaper
Fillers

A large variety of **GLUES** for Cabinet or Piano Work and Kalsomining.

MASURY'S Colors and Varnishes
WHEELER'S Patent Wood Filler
DETROIT WHITE LEAD WORKS' Carriage Paints

And all Sundries for House and Carriage Painting.

For a new line try

"CHAMPION" (Trade Mark Registered)

Pure **White Lead** and **Ready Mixed Paints**

Our 1898 Pane Price List of Window Glass will be mailed on receipt of card.

Stewart & Wood

Glass and Color Merchants

82 and 84 York St., TORONTO

IMPORTS OF IRON AND STEEL FROM GREAT BRITAIN AND THE UNITED STATES.

By W. L. E.

AMONG the striking features of the trade returns of the Dominion, recently issued, probably none are more so than those relating to the imports of iron and steel and manufactures thereof. And what more than anything else gives the latter this striking feature is the extent of the imports under this classification from the United States as compared with those from Great Britain. We still get a great deal of our iron and steel from Great Britain, but the proportion compared with what we procure from the United States is small indeed. Ten years is not a great while in a country's history, but the past ten years have witnessed a marked change in the relative position of the imports of iron and steel into the Dominion from Great Britain and the United States respectively. The following table shows the relative positions in 1897 and 1887 of dutiable goods imported for home consumption from the two countries:

	1897		1887	
	Great Britain.	United States.	Great Britain.	United States.
Bells	$ 334	$ 21,933	$ 1,155	$ 10,745
Brass wire	746	13,966	....	....
do wire cloth	6,206	15,138	5,598	7,837
do manufactures of, n.e.s.	27,973	237,460	65,015	282,385
Bicycles and tricycles	26,134	732,812	....	....
Copper wire	1,148	28,182	....	....
do wire cloth	1,160	166	....	2,637
do all other manufactures of, n.e.s.	3,052	22,168	6,431	20,262
Electric apparatus, motors, generators, dynamos, etc.	5,688	420,425	1,124	63,750
Cutlery, silver plated, namely, knives, plated wholly or in part	5,144	2,937	....	....
Cutlery, sterling or other silverware and platedware	28,241	96,264	....	....
Scythes	2,572	15,282	1,101	12,184
Spades, shovels, etc.	1,601	21,276	7,236	12,424
Axle springs and parts thereof, axle bars and axle blanks of iron and steel, etc.	11,831	27,518	25,492	970
Bar iron	54,310	81,320	817,593	33,219
Cast iron pipe	12,954	21,149	167,187	29,783
Chain	38,526	29,281	79,891	8,164
Engines, locomotives and boilers for railways	4,744	158,560	1,758	115,613
Fittings of wrought iron or steel pipe	778	68,027	....	....
Forgings of iron or steel	971	32,601	....	....
Hardware	23,244	269,955	110,699	723,260
Iron or steel hoops	6,747	17,069	....	....
do do sheets	579,271	221,918	360,437	17,618
Iron in slabs, blooms, billets, loops, puddle bars, etc.	28,874	20,080	412,408	8,916
Iron or steel plates, sheared or unsheared, etc.	26,883	41,720	....	....
Iron bridges and structural iron work	....	19,317	80,541	43,201
Iron in pigs	46,731	244,984	422,736	131,572
Locks	4,845	54,148	13,421	69,855
Portable steam engines and machines	942	80,534	1,797	13,250
All other machinery composed wholly or in part of iron or steel, n.e.s.	188,042	1,112,113	222,635	1,067,476
Malleable iron castings	1,511	96,210	78	30,623
Nails and spikes	6,723	25,598	13,596	13,836
Wire nails	272	14,405	1,630	2,363
Pumps, steam	694	24,128	....	19,636
Iron and steel bars or rails of any kind	27,702	52,763	22,593	3,167
Railway fish plates, tie plates, switches, frogs, etc.	16,432	54,849	144,091	4,910
Rolled iron or steel beams, girders, angles, etc.	55,640	207,172	141,687	22,372
Screws	25	5,898	31,192	2,890
Scales, balances, etc.	2,139	20,922	1,865	24,380
Skates	2,048	2,071	376	3,645
Tubing, iron, of various kinds	57,376	465,159	217,078	78,334
Ware—stamped tinware, japanned ware, etc.	5,573	25,786	3,706	20,533
Ware—enamelled iron or steel ware, etc	4,358	39,530	20,147	96,198
Wire fencing, barb	....	80,467	1	3,965
Wire fencing, buckthorn or strip.	462	406	....	651
Wire, covered with linen, silk, etc.	7,139	54,545	2,232	40,566
Wire, iron and steel	27,493	166,503	200,336	29,755
Wire rope	$ 19,228	$ 20,085	$ 16,181	$ 4,440
Wrought iron or steel nuts, washers, rivets, etc.	3,059	44,417	....	....
Penknives and pocket knives of all kinds	45,995	1,309	20,632	753
Table and all other cutlery	103,708	17,702	....	....
Muskets, rifles and other firearms	23,775	51,688	48,292	55,286
Surgical and dental instruments.	8,440	34,343	6,287	3,315
Steel bars, ingots, etc.	128,946	232,219	347,389	66,302
Plate, universal mill or rolled edge, less than 30-in. wide, and plates or sheets of iron or steel 30-in. wide and 1¼-in. and over thick	32,090	135,567	....	....
Axes of all kinds, n.e.s.	....	33,021	619	7,556
Saws	3,612	72,158	4,829	55,395
Files and rasps	9,349	42,695	38,482	35,912
Tools, edge, carpenters', mechanics', etc.	25,199	220,102	50,106	207,734
Other iron or steel manufactures.	91,215	605,649	48,167	39,624

It will be noted that blanks occur here and there in the above table. This is due to the fact that since 1887 such radical changes have been made in the methods of classification in the Trade and Navigation returns that an intelligent comparison in all particulars is out of the question.

Bicycles did not appear at all in the returns for 1887, but the returns of three years later show that there were entered for home consumption $28,406 worth from Great Britain and $9,382 worth from the United States. Great Britain held the lead till 1894, but since then the United States has had the first place. But while this has been going on Canada has been gradually developing herself as a bicycle manufacturer, until she, too, has become an exporter of this line of goods. This development has, however, been more at the expense of the British than the United States. The above table shows that.

In wire cloth, not only is that of United States manufacture crowding out the British, but it is pushing the product of our home mills rather hard, causing a reduction of over 35 per cent. in the price of the latter within the last few years.

WHERE BRITAIN HOLDS HER OWN.

Cutlery is one of the few lines in which Great Britain has been holding her own, but even here Germany and the United States are both promising competitors. We already get a good many shears and scissors from these countries, and even some pocket cutlery.

Agricultural tools we are now making a great many of ourselves, but the United States manufacturers have been sending us increased quantities of late years, particularly in the cheaper grades. A year or two ago, it will be remembered, the makers in Canada of some lines reached an agreement with their confreres to the south of the border whereby they (the home manufacturers) would have the market more to themselves.

One of the features of the above table is the decrease in the imports of British pig iron and the increase in those from the United States. But it will be noticed on the other hand that our total imports in 1897 were over 84 per cent. less than in 1887. The explanation of this is of course to be found in the fact that we are now producing a great deal more ourselves than we did ten years ago. In fact, the total per cent. of pig iron produced to the total consumed in the country was in 1896 29.2, while in 1890 it was only 22.7 per cent. Of course the protection in the shape of bounties and duties has had its influence more upon the British than upon the United States product.

The decrease in imports of British metals is, of course, altogether due to United States competition.

Screws are now, of course, largely manufactured for ourselves, and this explains the decrease in the importation of this line. This remark also applies to some extent to certain kinds of tacks. Files and rasps, too, we are manufacturing more than we did eight or ten years ago.

The enamelled-ware trade is another branch of industry which

WILLIAM S. LESLIE. ALBERT H. CAMPBELL.

A. C. Leslie & Co., Montreal

MERCHANTS AND MANUFACTURERS' AGENTS IN

IRON, STEEL AND METALS

BAR IRON--"**Dominion Crown,**" the Horseshoers' favorite.

MERCHANT STEEL--"**Gautier**" brand, for all purposes.

TOOL STEEL--**Sanderson's** make, full assortment in stock.

WIRE--**Oliver Wire Co's** Barbed and Plain Fencing Wire. Also all special grades.

Wire Netting, Coil Chain, Henry Wright's Anvils and Vices, etc.

GALVANIZED IRON--"**Queen's Head**" and "**Fleur de Lis.**"

TINPLATES--"**Lydbrook,**" "**Trym,**" "**Allaways,**" "**Dominion Crown.**"

CANADA PLATES--"**Allaways**" and "**Lydbrook,**" half bright; "**Dominion Crown,**" all bright.

TERNE PLATES--"**Dean**" brand.

Ingot Tin, Copper, Lead, Zinc, etc.

Our brands are all standard, and if you order them from your jobber you can rely upon getting satisfaction.

PORTLAND CEMENTS

Best German, Belgian, and English Brands.

Fire Bricks, Fire Clay
Flue Linings, Flue Covers
Drain Pipes
Scotch and Canadian Tiles
Calcined Plaster
Granite Hard Wall Plaster

Wheelbarrows
Scotch Cranes and Derricks
Cement Concrete Mixers
Garden Vases
Ornamental Chimney Tops
Mortar Stains

A full stock of Builders' and Contractors' Supplies.
WRITE FOR QUOTATIONS.

W. McNALLY & CO., Montreal

we appear to be gradually appropriating to ourselves. At first our imports in this line were chiefly fron the United States. Then Germany occupied the premier position. But now we have three large factories in Canada which are turning out exceedingly good enamelled-ware to the gradual exclusion of the foreign article.

The manufacture of edge tools is another industry which this country is developing, although not to the same extent as we are in a good many others.

While we manufacture a good many skates, and skates which have a high reputation, yet the German made article is crowding all others out of the market. Last year, for instance, we got $21,336 worth from Germany out of a total importation of $25,455 worth.

To those who are advocates of the extension of trade with Great Britain the above table does not afford much that is comforting. What the result will be when the preferential tariff goes into force, which admits British goods at one-fourth the duty less than on imports from other countries, has yet to be seen. As the one-eighth reduction in duty did not go into operation until May, 1897, the import trade for the fiscal year ending June 30, that year, could not, of course, be influenced by it.

A Bit of Canadian Rustic Scenery.

Unless it can be charged that we should have adopted a preferential tariff in favor of British goods before we did, it cannot well be asserted that Canada is to blame for the increase in the imports of iron and steel and manufactures thereof from the United States at the expense of similar goods from Great Britain. It is true that in 1887 we inaugurated a policy of higher duties on iron and steel, but these applied to United States goods as well as to those of the Mother Country.

But granted that blame can be attached to us, the manufacturers and merchants in Great Britain cannot absolve themselves from all sin in this respect: They have persistently refrained from prospecting the Canadian market. They have again and again declared Canadians were becoming Americanized, and they accordingly left us to follow what they believed to be our bent in that direction.

Canada has not become Americanized, if by that term is meant being conformed to the United States. What she has been doing is to become nationalized.

Canada for the Canadians is more a slogan than it ever was. But attachment to the Motherland was never so strong, and the desire to buy from it as well as sell to it, never as emphatic.

But it is not necessary for the British manufacturers and merchants to be told that they misconceived the condition of affairs in Canada or that they were unwise in their apathy in courting trade. They know that already, and many of them have freely confessed it.

Canada's preferential tariff came as a pleasant surprise to them. And with the surprise came light. Now they are prospecting the Canadian market.

The position which United States iron and steel and manufac tures thereof occupy on the Canadian market is not unnatural. To say nothing of juxtaposition, the manufacturers and merchants over there have been active exploiters of the Canadian trade in contradistinction to the passive attitude of their British confreres. Then they have undoubtedly been showing the British manufacturers their heels in the matter of improved machinery, to say nothing of a greater willingness to make and pack goods in conformity with the tastes and desires of the Canadian market.

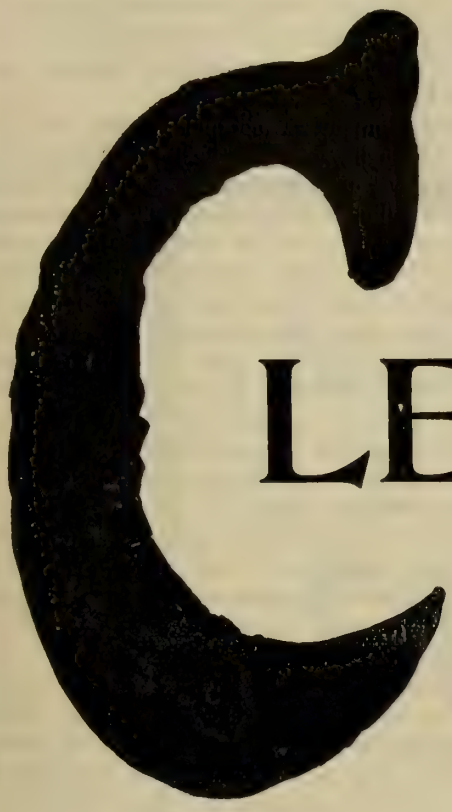
By reducing the duty on British goods, as compared to that on foreign goods, the Dominion has declared in a most emphatic manner her desire to give the products of Great Britain a preference in her market. What more than she has done could she under present conditions do? In fact, no one is asking her to do more.

With the tariff gate open wider to Great Britain than to any other country, it is hers to come in and take advantage of it. Relatively Great Britain can never expect to occupy the position in the Canadian market she once did. Aside altogether from the question of keener United States competition, it must be remembered that during the last 20 years Canada has been developing herself as a manufacturer. An examination of the above table will, in some instances, convey that impression. But if she will, Great Britain has ample opportunity to gain a great deal of what she has lost, not only in iron and steel, but in a good many staple lines as well.

All the roseate prognostications made by Sir Charles Tupper in 1887, when, as Finance Minister, he brought down his famous new iron tariff, have by no means yet been realized, either in regard to population or the iron industry, but Canada is developing. There is no mistake about that.

A new invention to prevent cast plates and strips of iron from curling as they become cool has two series of clamps arranged at opposite ends of the machine to grasp the ends of the strips and prevent their contracting.

"The superiority of the Cleveland is unquestioned."



CLEVELAND

Superiority

AGENTS

Always bear in mind the fact that there is a vast difference between actual practical improvements and mere talking points.

Extract from MAIL AND EMPIRE, Jan. 1st, 1898.

"The Cleveland leads all other machines in the introduction of distinctive and practical improvements for the coming season."

Model 35 Model 36	$55.00	Model 37 Model 38	$70.00	Model 39 Model 40	$80.00

If we are not properly represented in your district, it will pay you to write regarding same.

WRITE FOR CATALOGUE.

H. A. Lozier & Co. - Toronto

A PROMPT TURNOVER.

IT IS BUT NATURAL to suppose that the experience of recent years would have demonstrated and forcibly driven home to all traders the benefit of the axiom, "small profits and quick returns." It is surprising, however, that despite the fact that all experiences, all expressions of opinion, and the dicta of all branches of business prove its truth, that numerous tradesmen, a large percentage of hardware men among them, still doubt its force. They still hug the delusion that large profits make up for slow returns. To say that this is the height of foolishness is to assert a trade principle that no wide-awake and up-to-date business man will deny.

The man who keeps his goods on the shelves until they rust, may apparently secure a larger return for a given outlay than his neighbor, who is content with a narrow margin. But he forgets that capital lying idle represents a dead loss, and what are his goods, provided they are paid for, but so much capital.

On the contrary, the hard-headed man who is content with moderate profit is constantly realizing on his capital; and it can be reinvested in other purchases and his stock be kept up-to-date.

Of course the old-fashioned individual will retort that fashions do not change in ironware, as they do in dry goods.

The case may not be exactly parallel, but it is a safe assumption that the trader who keeps his stock of hardware fresh, new and bright looking will find it 90 per cent. easier to sell than if it had laid on his shelves since Magna Charta or some other equally ancient period. Of course, due care should always be exercised in buying. The prompt turnover of stock is also in keeping with the general spirit of the times, for the man who holds out for undue profit will always invariably find the volume of his business restricted, whereas his more modern competitor will offset his smaller margin by an increased turnover. In fact, it is questionable judgment, even in the case of a trader who has a monopoly to a certain extent, to aim at too high profits. He will find if he does so, that he is only tempting that competition of one kind or another that is rife everywhere, and that no one nowadays is long allowed to keep a "good thing" to himself.

TYPES OF HARDWARE ASSISTANTS.

AN ex-hardware man had an article in a recent issue of London Ironmonger in regard to hardware assistants. The following are extracts from it:

"The nearly ideal assistant has alertness for his leading characteristic. I knew one of this variety who was invaluable to his employers, who did an all-round trade. Although naturally a quick-tempered, somewhat irritable man, during the years I knew him I am unable to recall half a dozen instances of his losing his temper with a customer, or of his causing a customer to lose his or hers, which latter case verges on the marvelous.

"His quickness and accuracy of perception were amazing. The slightest hint was sufficient to tell him exactly what a customer wanted, however vague the order. No danger of his disgusting a carpenter by showing him a rim latch when a night latch was desired. Moreover, our alert friend never gave himself unnecessary trouble, as so many assistants do. He never sold a dozen butts and fetched a gross of 7 screws for them, to discover at the end of the journey that 8 was the correct number. He, in conjunction with a member of the firm, worked up the sale of a special line of goods to an extent which was very trying to competing firms, establishing and maintaining it on so firm a basis that it endures even unto this day, defying the most frantic efforts of the enemy.

"He invented a window fitting which, mirable dictu, answered the purpose for which it was intended, and manufactured a showcase which displayed the goods therein. This case stood on the counter and seemed proof against all the many ills that ironmongers' shops are heir to, till one day, a very warm day, a half-hooked bunch of banister brushes descended abruptly into its centre, in temporary oblivion of its wonted impregnability, incontinently smashed. The alert one was, too (oh, rare thing!), at least a tolerable stock-keeper.

"But enough of him; he was not quite, though nearly perfect. For one thing, though he got on perfectly well with workmen as customers, he was never quite on good terms with the workmen of the firm—an incompatibility which occasionally caused unpleasantness. With his fellow assistants he lived in amity, though he never had the control over them one would have thought. For many years he and his firm worked together with mutual respect and benefit, the firm showing their appreciation by a larger salary than the business really warranted their first hand receiving, but he married, his wife was ambitious, and he started for himself. He is now earning, I should say, just about what he received as salary, with what addition of worry and anxiety only an employer knows, but he is behind his own counter, and the sentimental value of that factor cannot be expressed in figures.

"Our firm once rejoiced to number among its staff one of these who captivated lady customers of every degree, and was simply idolized by the nurse maids for miles round. This was good for trade, but there was a slight drawback. One window was in special charge of Adonis, who, of course, kept it in due order, and entirely rearranged it at proper times and seasons. This latter process involved his sitting in the window surrounded by miscellaneous hardware, absorbed in meditation as to its most picturesque arrangement. Then began a slow, a very slow procession of perambulators and mail carts, propelled by adoring femininity, past the window, rendering the footpath and half the road utterly impassable to the mere man in the street. I wonder the local councillor did not get the firm sued for obstruction; however, he never did, and the only damage we suffered was loss of service consequent on the dressing of a window, for which two or three hours would have been ample time, taking as many days.

"Still less space must suffice for the assistant who is rather a duffer at the counter, but uncommonly useful among the stock, especially in the marking-off room when the factor compensates his long-suffering customer for not sending him the goods his soul craves, ignoring alike prayers and reproaches by filling the premises waist high with stock not particularly needed for a month. Then is the somewhat sluggish but methodical assistant in his element. Armed with a sheaf of invoices he plunges in, evolves order out of chaos; stock melts away into the proper fixtures, and his employer hopefully contemplates the possibility of a peaceful future: a peaceful present is not for the ironmonger.

"It is only possible to merely mention the assistant who is literally manager, the employer leading a very easy life in that case, with the bare chance, however, of a disagreeable awakening when he is left to his own resources.

"The end is as the beginning—an expression of sincere admiration of the business and personal qualities alike of the ironmonger's assistant; of best wishes for his prosperity, whether as assistant or employer; and a fervent hope that while at least he is in the former condition the weather on early-closing days may be consistently brilliant."

An Italian, named Gabellini, has recently made a boat of cement. The framework is of small steel bars covered with a wire netting, the latter being, in turn, covered with cement. The surface is then polished. It is claimed that such a boat costs less than a wooden one, and, despite its extra weight, glides more easily through the water.

Four Reasons Why Dealers

should sell a brand of Stove Polish which, above ALL others, consumers want, and for which Grocers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.
Second : It gives Perfect Satisfaction to Consumers.
Third : It is Thoroughly Advertised and Sells itself.
Fourth : NO OTHER Stove Polish ON EARTH has so large a sale.

FLAX AND LINSEED OIL PRODUCTION IN CANADA.

AN EXPERT DISCUSSES THE POSSIBILITIES OF ITS EXTENSION.

DURING the fiscal year 1897 Canada imported 961,075 gallons of linseed or flaxseed oil, valued at $303,890. This was just so much money lost to Canadian circulation, for, with our natural advantages, we ought to grow more than sufficient flax, not only to supply our own wants, but to leave a large exportable surplus.

That we do not do so is evidenced from the above figures. And there is a possibility of the crushing firms having largely diminished supplies of raw material this season. This is a most anomalous position of things for an agricultural country.

The total requirements of the Dominion in linseed oil may be safely taken at 1,500,000 gallons, representing the product of 750,000 bushels of flaxseed, which, at an average of 15 bushels to the acre, would represent the product of 50,000 acres. Having, therefore, no scarcity of acreage, it does appear strange that we should import one-half of our consumption of oil.

The farming community have not realized the importance of this item. They might as well have the $300,000 sent to Great Britain and the United States as outsiders. But it is not only the home demand that has to be considered. Experts state that the oil produced from the flax grown in Canada is of an unusually good quality. This, they explain, is a peculiarity with all flax grown in the more northern countries. For instance, oil produced from Baltic flax fetches a much higher price in the market than that produced from Calcutta seed. They hold, therefore, that with this natural advantage that they possess, and a particularly unlimited acreage, Canadian farmers should go into the cultivation of flax with the idea of not only supplying the home market, but being a strong competitor in the world's market. The advocates of flax growing contend that in doing so the Canadian agriculturist need not neglect his wheat or other departments of farming. He will simply increase its diversity by adding another department, and one that promises to be quite profitable.

At present we have in the Dominion two extensive mills for the crushing of seed, one in Baden, Ont., and another in Winnipeg. And it is a matter of common information that these mills are capable of crushing more seed than is grown in the country.

Another point worthy of attention is that the value of the product is not confined to the oil—the oil cake, in any quantity, is as easily saleable in Great Britain as wheat, and the flax, in various qualities and stages of manufacture, is used in various branches of the textile industries. In fact, there is no good reason why we should not find the cultivation of flaxseed (especially as the oil is under a protective duty of 25 per cent.), to be one of the most desirable of our farming products.

Last year the flax crops were a comparative failure over the whole North American continent, and the United States will probably have to import some oil from abroad this season The small yield last year, which seems to be partly due to the failure of the crop and partly to the fact that low prices for two years caused less to be sown, has left a shortage in the world's market, which should make its cultivation all the more profitable this year.

Linseed oil is fit for use as it leaves the presses at the crushing mills, but it is commonly boiled to accelerate the drying. In the Dominion, boiled oil has become the rule rather than the exception.

There have been recent developments in refining, by a method which, while leaving the oil quite intact, withdraws from it every trace of mucilage or other vegetable matter, which method effects a great improvement in the quality, and makes the linseed oil increasingly valuable as a preservative coating.

This process is the property of the R. W. English Linseed Oil Refinery Co., Grey Nun street, Montreal, and is a new industry in Canada. HARDWARE AND METAL had a chat with Mr. English the other day and gathered that the firm's chief difficulty was in procuring a sufficient supply of raw material in Canada.

Referring to the merits of English oil versus Canadian, Mr. English remarked : "The English trade was built up by its supposed superiority, but the refined product of the Canadian seed is far superior. In the first place, the Canadian seed is of a uniform good quality, whereas, in many cases, the English mix Calcutta seed with poor quality Argentine seed. Then, the English method of refining the oil for purposes of the arts, that is, for varnish and paint making, etc., has not changed for years. The usual method there is to tank the crude oil and let it remain stationary for a year or more, so as to allow the albuminous matter to settle, and then it is drawn off into barrels and placed on the market. The result is that the heavy particles of albuminous matter do sink to the bottom, but the oil always retains more or less in solution, and thus the element of decay is unremoved. The other English method is to introduce sulphuric acid (H_2SO_4) into the oil, which has a tendency to take up the albumen and bleach the oil ; but of the two, the first method is the best, as sulphuric acid has most destructive qualities when brought into the arts of paint and varnish making, even if there be only a trace of it. By a secret process we make oil chemically pure, that is, free from all albumen and fibrous matter, and the result is that the refined Canadian product is now being sold on all the markets of Continental Europe. For an extra cost of 7 per cent. we refine an oil for artists' use which is as pure as the oil which the old masters used to distil for the precious imperishable paintings, and this we do by thousands of gallons from Canadian seed.

"We have shipped considerable quantities of our product to Great Britain," he added, "and as soon as navigation is open will be shipping more from this port. Our output is now at the rate of 2.000,000 gallons yearly, and we hope to increase it considerably. The United States now practically grows all its own seed and does its own refining and crushing, and there is no reason why Canada should not do the same. Already the progress of the paint-making industry has been wonderful, the importations from foreign countries showing large decreases year by year, until the trade is now almost entirely in the hands of home manufacturers. The same may be said of varnish-making, one manufacturer alone increasing his output last year over 48,000 gallons."

"So that with sufficient flaxseed grown in the Dominion you believe the Canadian would climiniate the foreign element, so far as crushing and refining linseed oil are concerned, and also in the making of white lead, paints and varnish?"

"I do, most certainly?"

"Then the Canadian farmer is a more responsible person than even he has any idea of?"

"Undoubtedly, his early co-operation is necessary to devolop an important industry."

A reference to the oil marketed in Canada concluded the chat. Much of the oil at present offered to the trade was not pure linseed oil at all, but was adulterated with neutral oils, such as fish, mineral oil, etc. He had come across samples where a test showed an adulteration of 40 per cent. It was needless to remark to any oilman that the moment such a composition as this was exposed to the air it became practically worthless. But the question of price was a factor, and while this was the case, and there was no law to stop the practice, adulteration would be carried on. Buyers, however, in purchasing should remember that the purer oil was made the more it lost in weight, and this loss had to be made up by increase in price. This fact, however, was more than offset by the greater durability of the goods, whose life was just doubled.

"M" Brand Horse Shoes and Horse Nails
"M" Brand Best Refined Horse Shoe Iron
"X.L." Steel Horse Shoes (STAMPED)
"Tiger" Brand (Chemically Pure) White Lead

STEEL (Tire, Sleigh, Shoe, Toe Calk, etc.)
BAR IRON (Ordinary and Best Refined.)
STEAM PIPE **LEAD PIPE**

M·R·M Co.
TRADE MARK.

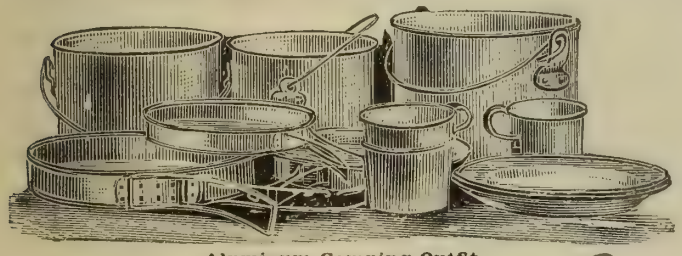
NAILS (Cut and Wire, all kinds.)
WIRE (Steel, Copper and Brass.)
SPIKES SHOT PUTTY, Etc.

All packages containing our goods bear our TRADE MARK as above.
All Shoes have "M" branded on each Shoe. Ask for M.R.M.Co's Goods.

MADE BY

MONTREAL ROLLING MILLS CO., MONTREAL

Established 1860. Incorporated 1895.



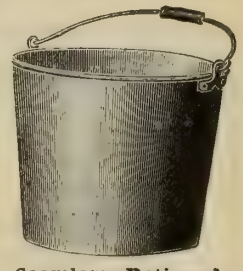
Aluminum Camping Outfit.

Gold Miners' Supplies

Folding Camp Stoves. Gold Miners' Pans.
Camp Kettles, etc.

Dairy Supplies

Cheese Factory Milk Can Trimmings and Cans made up. Creamers, Dairy Pails, Milk Pans, etc., etc.



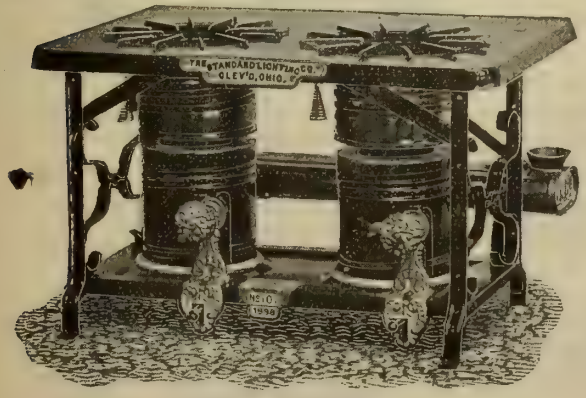
Seamless—Retinned.

Steel Enamelled Ware

"CRESCENT"
Grey and White.

Crescent Cook Pot.

"Blue Flame" Oil Stoves, (New Process)



Heat, Not Light.

We are the pioneers of the "Blue Flame" Oil Stoves in Canada, and still handle the same line as originally — the "New Process," which has given entire satisfaction for several years. This Stove is past the experimental stage.

Buy the **BEST**—1898 pattern all have Brass Burners.

ENAMELLED WARE AND TINWARE OF EVERY DESCRIPTION.

THE THOS. DAVIDSON MANUF'G. CO.

MONTREAL, QUE.

Good Advertising

For Wide Awake Retailers

By F. James Gibson.

Our "Good Advertising" department is to help our subscribers to do better advertising. The gentleman whom we have selected as its conductor is well known as one of the foremost advertising specialists of the day. Any of our readers who desire the benefit of Mr. Gibson's criticisms on advertisements or advertising methods, or his advice on any advertising subject, can have it or both entirely free of charge by writing to him in care of this journal.

If correspondents so desire, fictitious names or initials may be used for publication. But all requests should be accompanied by the subscriber's name,

---

I am in receipt of the following letter from Winnipeg:

WINNIPEG, NOV. 19, 1897

DEAR SIR,—We herewith enclose a few of our recent ads., which we would like to have you criticize and suggest any improvements. We change twice a week in daily papers. We use two papers and occasionally three, and two weekly papers. We have good spaces in most papers, next to reading matter on local page. Our city has a population of about 45,000. What amount would you think judicious to spend in advertising a stock of $10,000? Our store is on the best corner in the city; the whole of store is glass on both streets; we keep windows nicely dressed. If you think any of the enclosed ads. worthy your attention use them for publication if you wish. Yours truly,

HOOVER & CO.

I am much pleased with the six ads. sent by Hoover & Co. They show painstaking care and much more than the average advertising ability.

Here are the two best, reduced to single column size:

For my own part I am not much of a believer in using borders in advertisements, no matter how small they are. Newspaper and magazine space is an expensive commodity, and the feeling I have is that a border takes up too much space in proportion to the good obtained from it. As much attention as is required can be secured without the use of a border at all. And, besides, borders tell no story and sell no goods. With an advertising "cut," however, it is different. A cut can be made to tell a story equally as well, if not better, than mere written words. The "point" in a cartoon is often more forcefully presented than the most eloquent orator could possibly present it. Our ancestors, before they learned the use of written characters, expressed their ideas in the form of more or less rudely drawn pictures. Savage and semi-savage tribes do the same thing at the present time. There always has been and there always will be something peculiarly attractive in a "picture." I have often noticed how a shop window filled with pictures will attract the passers-by.

We also all know how greatly children are attracted by pictures. This shows that the love of a picture is natural. It would appear then that the advertiser who is not satisfied with mere type displays, who is looking for a sure thing as a trade attractor, cannot do better than pin his faith to good illustrations. Each of Hoover & Co.'s ads. has a border, and one has a border and a cut. In the latter case I suppose the border is used for the sake of uniformity. It certainly represents so much money thrown away, because the accompanying cut attracts all the attention necessary.

The best clothing advertising I know of is that of Rogers, Peet & Co., of New York. I don't remember ever seeing a border used in their advertising, but they seldom put out an ad. unaccompanied by a cut.

I herewith reproduce a typical Rogers-Peet ad.:

A cloth very loud in an ordinary suit, lends just the tone needed to a golf or bicycle suit.

Gives a distinct style that men seek long and pay much for.

Not half our bicycle cloths are loud; some are extremely quiet; many between.

For we cater to all tastes; purses too—suits, $8 to $18.

ROGERS, PEET & CO.

Prince and Broadway.
Warren and Broadway.
Thirty-second and Broadway

I think that Hoover & Co. ought to change their ads., in daily papers, every day, instead of twice a week. As as rule no clothing ad. should be run oftener than once. There are so many things to be said about clothes and the goods usually sold with them, that there ought to be no difficulty in getting up fresh ads. every day.

Doubtless a position on local page next to reading is best for goods which men buy. For goods which women buy (and women buy most of the goods sold at retail) the best position is on a good "dry goods" advertising page. It is safe to say that the most interesting part of a

A GOOD FILE, LIKE A PRETTY GIRL, SHOULD HAVE GOOD TEETH AND A GOOD TEMPER

If you can save money and get better results for the same outlay, isn't it worth trying when the trial won't cost you a cent?

Tell us what kind of work you use a file on and we will send you a sample file for your foreman to try—free.

RETURNED Mar 9 5/98

Write for a copy of "Facts and Suggestions about Files," which everyone should have who uses files on his work, or is at all interested in the subject. In addition to many practical points on the use of files, the book contains some 60 pages of section-lined paper, especially adapted for mechanical memoranda. It will be sent to anyone who addresses the New York office, 97 Chambers Street, and mentions this paper.

The Arcade File Works,

118 LAKE ST., CHICAGO.

Works:
Anderson, Ind.

THE ARCADE FILE WORKS

97 Chambers Street

NEW YORK

BOTH THESE VIRTUES AND MANY OTHERS ARE EMBODIED IN

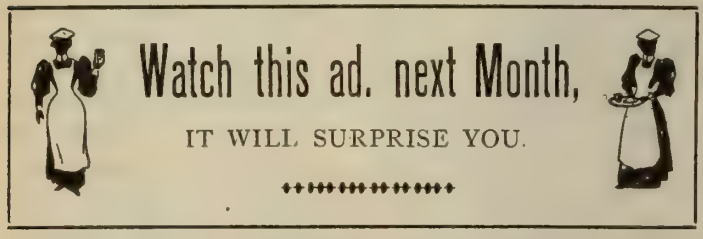
THE ARCADE FILE

newspaper to the average woman is the part that has the most "bargains" in it.

The amount to spend in advertising such businesses as Hoover's depends so much on unnamed local conditions that it is unsafe for me to more than generalize. Certainly no more than 4 to 5 per cent. at the outside ought to be spent. If the business is new, as it apparently is, and if competition is strong it will make a difference. If other Winnipeg clothing merchants are strong and vigorous advertisers it will make still more difference. With the "best corner in the city" and with "the whole face of the store in glass," Hoover & Co. ought to get on with a yearly expenditure for advertising of 2 to 3 per cent. of the total amount of the sales for the same period.

* * *

H. T. Graham & Co., of Kinmount, Ont., are now getting out a large store paper of their own called The Busy Bee. Unless Graham & Co. can improve on The Busy Bee they won't get much out of their advertising in it. The trouble is that it is not got up in "dead earnest." Out of the five columns of display advertising there are only two prices quoted—a new lot of Japan tea at 35c., and marriage licenses $2. Here and there through the reading matter there are prices quoted. I'll venture to say that the most interesting part of advertising is the prices—when they are quoted. I believe in working in prices and interesting descriptions of goods whenever possible. Either before or after the 35c. is quoted for Japan tea something ought to have been said about the quality of it. There's nothing startling about a new lot of Japan tea at 35c. at all. It may be cheap or it may be dear. No one can tell from the ad. Here is another mistake :



The proper time to "surprise" a man or woman in an ad. is right now.

But this is all right :

H. T. Graham & Co. are selling
10 bars Pet Soap for 25c.

because "Pet" is evidently the name of a more or less well-known brand of soap.

It is a good plan for a store to get out one of these little papers providing its owners do not too much antagonize the regular local papers and their friends. But in addition to this they must be scientifically got up.

* * *

J. M. Ross, of Moncton, N. B., sends me a cash rebate card, which I reproduce (in reduced size) as worthy of favorable comment :

To Encourage Cash Customers,

WE have decided to give a **5 per cent. Cash Discount**, or **6 per cent if taken in Goods** We are going to do it in this way Every person who buys from us will be given a card similar to the one shown at the bottom of this page, and all purchases for **Cash** will be punched on this ticket. When the ticket has been completely cancelled — the purchases amount to Five ($5) Dollars — we will redeem the card for 25 cents cash or 30 cents in goods. In other words, you can buy $5 30 worth for $5.00, or $5.00 worth for $4 75

When accounts are settled within 30 days we will punch one half the amount

5	5	5	5	5	5	5	5	5	5	10	10	10
25	CASH DISCOUNT CHECK.											10
25												10
25	When all the amounts on this ticket are cancelled, (total, $5 00), J. M. ROSS will pay bearer on demand											10
25	TWENTY-FIVE CENTS CASH, OR THIRTY CENTS IN GOODS.											10
25	20	20	20	20	20	20	20	20	20	20	10	10

* *

Hollinrake & Co., of Ingersoll, Ont., seem to understand the importance of quoting prices in their ads. Two circulars, copies of which they sent me, are fairly bristling with business-bringing quotations. I am quite unable to understand how this firm, or any other, can sell so cheap. Yet, here the facts are in black and white :

Talk About Bankrupt Stocks!

But Here are Prices That Will Knock Them Silly.

Dark Prints for a Penny a yard.
Good Towelling for a Penny-and-a-Half a yard.
Pure Linen Towels for a Nickle.
Yellow Kids for 5c.
Ladies' and Girls' Coats for $1.
Gents' Derby Scarfs, Bows, Knots (regular 25c.) for 12½c.
Girls' Kid Gloves, 10c. pair.
The Widest Table Oil-cloth (marble or colors), 35c. for 25c.
Black Feather Neck Ruffs for a shilling.
Good Veilings for 5c. yard.
Ladies' Stylish Felt Hats for a quarter.
200 Good Pins for a cent.
Double-fold Cloth Dress Goods for 10c.

* * *

An advertisement of W. G. McCarthy, of North Bay, Ont., is not at all a bad advertisement. I don't know just what is meant by "home made" bargains and misleading "descriptive" catalogues, but I am positive no merchant can make much out of allowing the people of his community to see that he is feeling the competition of his rivals—department store men or others. A real fault in this ad. are the expressions, "Worth 9c. at 7c. ; worth 8c. at 6c." and so on. If the goods had ever been marked at the old prices it would have been better to say 7c., marked down from 9c. As a matter of fact, no goods are really worth more than they will sell for. Everyone understands that no merchant sells goods for less than they are worth, unless he has a special object in view—uch as to advertise his store, or to close out unseasonable or broken ots of goods. Apparently Mr. McCarthy's offerings are not of hese kinds. When the special object referred to exists, the fact ought to be plainly stated. It is not enough to merely say that the goods "are" worth so and so. A bad statement of this kind is apt to breed disbelief.

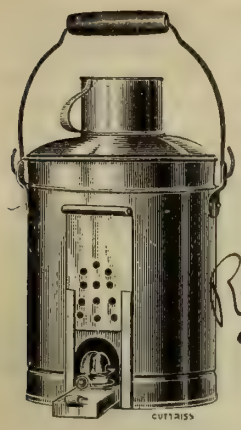
* * *

McCurdy & Co., of Antigonish, N.S., appear to be, not only large, but first-class advertisers. Their ad. in The Casket of Jan. 13, sent me for criticism, is well worth reproduction, but its large size, of course, makes that impossible. The ad. is very nicely set up, but if McCurdy & Co. will, in the future, drop out the dividing rules scattered through the ad. it will be found an improvement.

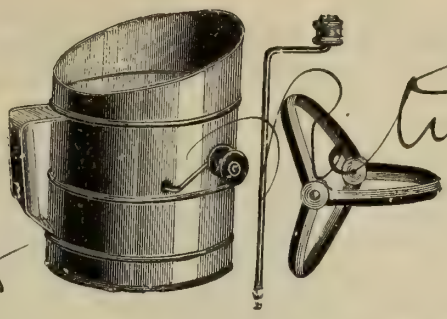
I find that the same issue of The Casket, that contains the large ad. referred to, has three other good size ads. of McCurdy & Co. One of these three is practically a repetition of things said in the large ad., while the other two merely direct attention to the large ad., which is on a page by itself. This is clearly a waste of space (money), as the big ad is quite big enough to attract all the necessary attention. But McCurdy & Co. are to be commended for their enterprise anyway.

* * *

Good advertising is not everything necessary to mercantile success. No matter how well a store is advertised, if it does not live



"KLONDIKE" DINNER PAILS.



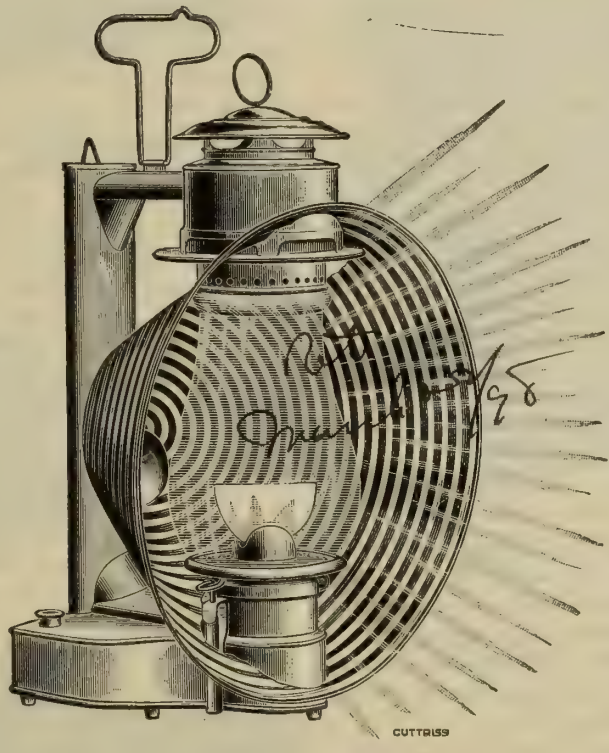
"VICTOR" FLOUR SIFTERS.

E. T. WRIGHT & CO.

MANUFACTURERS. Hamilton, Ontario.

Tubular,
Cold Blast,
Railroad,
Search Light and
"Klondike"
LANTERNS.

The **BEST** made anywhere.

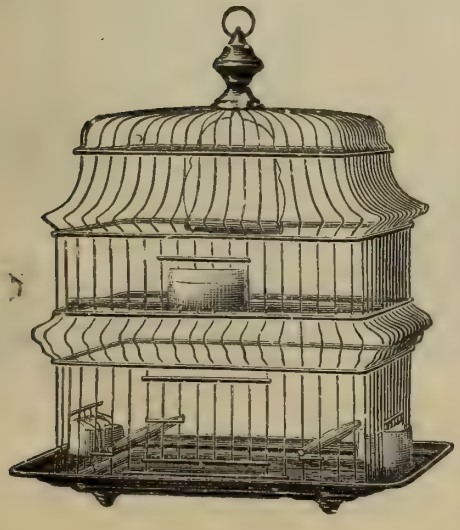


FULL LINES OF

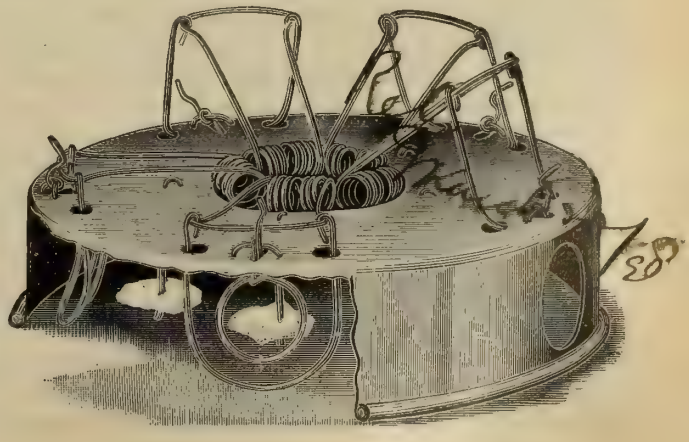
Stamped,
Pieced and
Japanned
Tinware.

Tinsmiths' Tools
Enamelled Ware
Milk Can Fixtures

SPECIAL LINES OF TABLE CUTLERY.



Brass and Japanned Bird Cages.
Fly Traps.
Mouse Traps.
Horses' Friend Curry Combs.



up to its advertising it is seriously handicapped. It would probably be better for such a store not to advertise at all.

I know a certain furniture store in a very large city which does splendid advertising. It is the best advertising of furniture done in the city referred to. It is evidently the aim of the writer of the ads. to make people feel that there will always be a hearty welcome to all callers, whether they want to buy much or little, or not at all. The artistic beauty of the goods is constantly referred to, and everyone is invited to call in a most genial and hearty manner. You go to that store for the first time with the impression in your mind that the people there are polite, obliging and "out for business"—almost with a feeling of personal friendship for the firm. All this is just as it should be, and it is a real tribute to the power of printers' ink. But when you get there you are met at the door by a sour-faced man, who asks you roughly what you want. May be you have a clear idea of what you want, and may be you haven't. Perhaps you merely went in to look around and see what the goods and prices were like. You, perhaps, tell this, or something like it, to the old man and he looks daggers at you. You are glad to make your escape as soon as possible, and, perhaps, without even looking at anything. But, suppose you really do want something, say a bedroom suite, and you have made up your mind that you would, perhaps, buy the one advertised in the papers that same day. When you say "bedroom suite" to the old man he moves his hand automatically towards what looks at a distance like an elevator. You proceed in that direction and find that it is an elevator, as you thought, but, in the meantime, half of the good effects of the advertising has gone. The elevator man looks at you contemptuously several times before he condescends to let you get on board. By this time you get angry and forget to say where you want to get off until the elevator has passed your floor. The elevator man gets angry at this and makes some semi-audible remarks of anything but a conciliatory nature. Finally you see the goods you came to look at, but the salesman is a pert young fellow who evidently has doubts of your ability to purchase such expensive furniture. He makes no effort to effect a sale, in fact he treats you in such a top-lofty, haughty manner that your patience finally gives out and you leave the place in disgust. This is no fanciful and overdrawn picture, but a few samples of what probably takes place every business day in the store I refer to. It is a fair sample also of what constantly takes place in stores all over the United States and Canada. By such things as these a large proportion of the pulling power of advertising is destroyed. The owners of such stores are naturally disappointed with the results obtained. Just as like as not they cut off the store's advertising (perhaps a sensible thing) and say that "advertising doesn't pay."

It is not always wise to blame your advertising if it doesn't "pull" as well as you think it ought to.

* * *

A good thing for either a large store or a small store is to employ local help. In nearly all the older settled districts in Canada, and especially in country places, a great many of the people are related in some way, by either blood or marriage. In many of these places this relationship is often the thing that determines the bestowal of patronage. Even if your store help are not really related to many people, it is well to remember that they are sure to have friends who may become customers it they are local people. Of course where there is not enough local talent to meet all demands, some one has to do the importing act. But always let the other fellow do it.

* * *

A good thing to do in writing an advertisement is to place yourself, as much as possible, in the position of an outsider. This is important for several reasons. If one looks at his store and its stock in a coldly critical manner; if he actually tries to find out what its faults are, it is surprising how many he will discover where he supposed none or very few existed. His very familiarity with these abuses prevented him from seeing them. Does his stock look as bright and fresh as it ought to and as he says it does in his ads.? And so on and so on. There is no use in making claims and assertions in one's ads. which are not strictly or reasonably true. They weaken the ads. that follow and destroy confidence generally. Some merchants know their business and its technical terms so well that they usually fall into the way of using technicalities in their ads. They know so well what an 8/4 blanket is that they forget the figures are meaningless to most of the readers of their ads. In very many of the papers which I read I find expressions in the advertisements which I don't at all understand. The men who wrote the ads. understood the meaning, but they were looking at the matter as insiders and not outsiders. The average country merchant's hours are very long. This takes a great deal of the vim and "snap" of life out of him and he gets in a rut. Commercial travelers are so numerous and fascinating that he gets into the habit of doing all or most of his buying from them. So he seldom visits the wholesale markets in the large cities, and local conditions are such that he can't well be seen very much around his competitors' stores. Even when he does go to his wholesale market he confines his visits for the most part to the wholesale houses. What he ought to do is to make regular visits of inspection to the best stores within his reach. Then let him keep his eyes and ears open. I don't suggest any dishonorable spying. The better plan is for him to introduce himself to the proprietors of such stores, frankly stating the object sought after. It will probably be found that a great many good ideas can be profitably exchanged. Another good plan is to occasionally have some smart woman who knows how to shop, and who knows what other stores are doing, to come and spend a few hours in your establishment. Ask her to afterwards point out to you every fault or suggestion of a fault she has observed.

By all means get on the outside of your business. Your ads. will not only be better, but the business will improve in every way.

CALLING DAY IN HIGH LIFE.

By W. H. E.

Visitor—"Is this Miss Snigglefitz's day?"

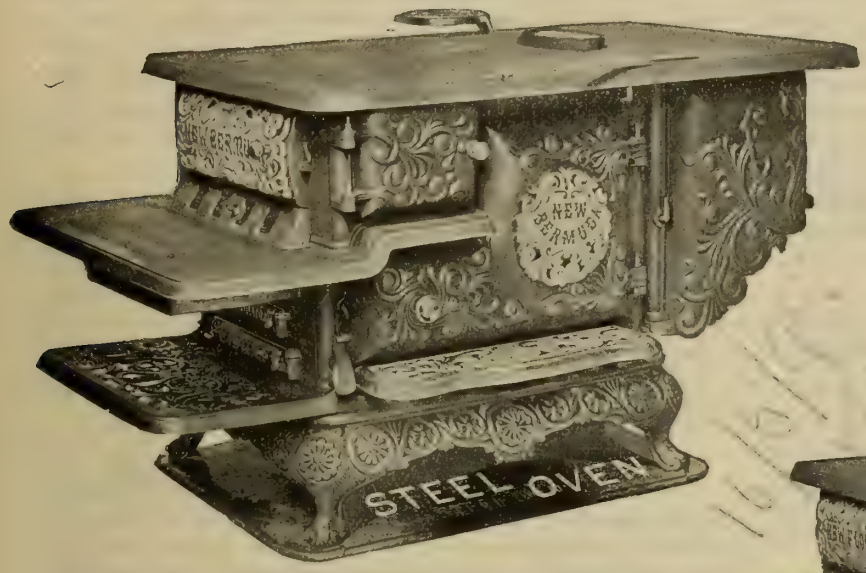
Servant—"Yes, mum, but she's not receiving. She bees engaged taking painting lessons."

Visitor—"Lor' bless us, I thought them handy liquid paints would save all that hexpense."

SHORT OF PROVISIONS IN THE KLONDYKE.

Cook (addressing a Klondyke party): "Now boys, how will you have your boots cooked—fried on one side, or turned over?"—N. Y. Life.

Moore's "SUPERIOR" Stoves, Ranges, Furnaces, Etc.



DEALERS find it profitable to handle

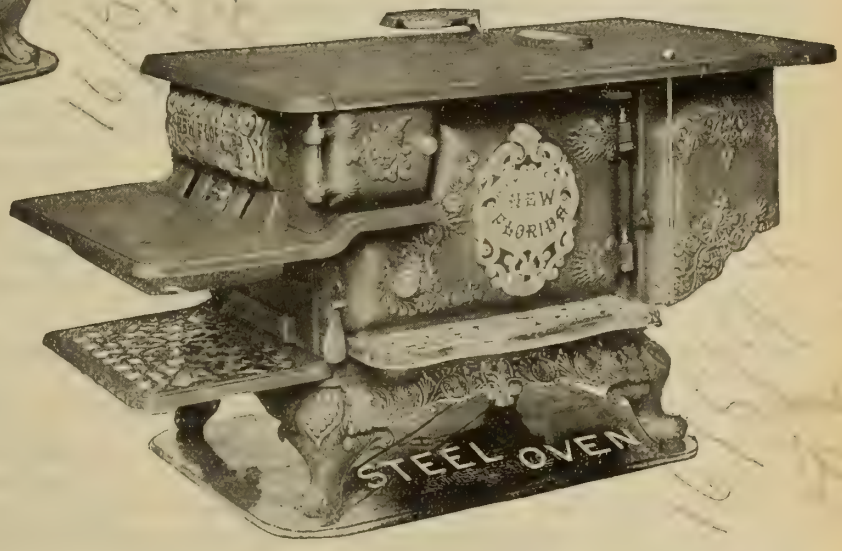
OUR

STEEL-OVEN WOOD-COOKS

With Large Fire Boxes.

9/26 "New Bermuda"
9/24 "New Florida"
9/22 "Pansy"
9/20 "Pansy"

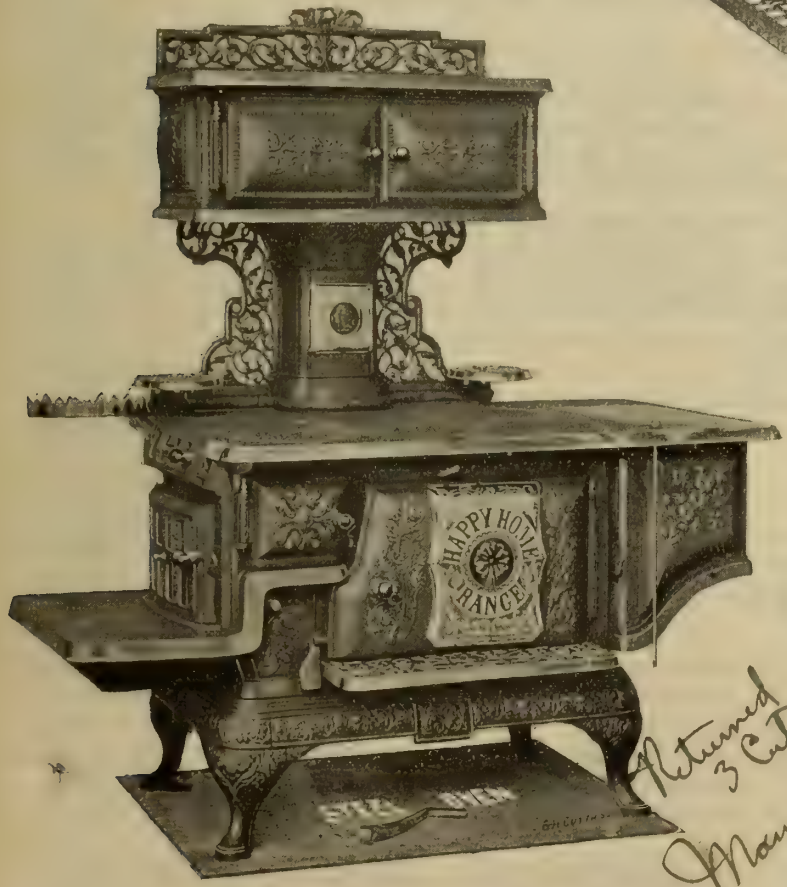
Handsome in Design.
Reasonable in Price.
and Quick Sellers.



"MOORE'S HOT BLAST" FURNACE

...FOR WOOD...

We will soon have ready a complete line of new **WOOD FURNACES.** Ask our travellers about them.



"Happy Home" and "Superior" **RANGES**

WITH STEEL OVEN
For Coal or Wood.

We can now supply a special Fire Box for Wood with the Happy Home which makes it as complete a **WOOD RANGE** as it is now for **COAL.**

New Stove Catalogue out in July.

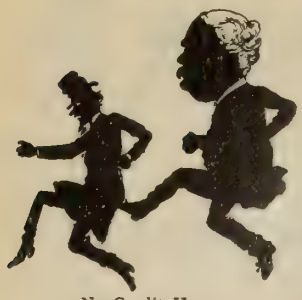
A Complete Line of
STAMPED and AGATE WARE,
TIN PLATE, GALVANIZED IRON,
TINNERS' TRIMMINGS, ...
TINSMITHS' TOOLS, Etc., Etc.

Canadian Agents for
NATIONAL BLUE FLAME OIL COOKS.

Returned 3 Cuts May 14/94

The D. MOORE CO., Limited, Hamilton, Ont.

RETAILERS TALK ABOUT CREDIT AND CASH.



No Credit Here.

WHAT is the science of business? This question was once asked a prominent business man. He hesitated a second, then slowly expressed his opinion that there was more science necessary to get the money for goods sold than in any other department of his business. A representative of HARDWARE AND METAL recently called on a number of hardware dealers of Toronto with a view to ascertaining their methods of securing payment for their goods. As will be seen from the following interviews, there was a unanimity of opinion in favor of a cash business as compared with a credit business.

The first person called on was Mr. Fred. Wilkins, of Wilkins & Co., King street east, to whom the question was put: "Which do you prefer a cash or a credit trade?"

"Cash. Our policy is, and has been for some years, to get out of the habit of giving credit as much as possible, and to introduce in every instance cash business instead of credit business. We pay cash for all we buy, and in so doing get an appreciable discount. This serves us as a good example to prove to customers that they will profit by doing a cash business."

"Do you consider hardware a good line for the introduction of an out-and-out cash system?"

HARDWARE A GOOD LINE FOR CASH.

"Why, yes, hardware is the very business for cash trade. There is a feeling existing in the mind of the general public that they are expected to pay cash in a hardware store. This feeling can be worked on to such an extent that it will be found necessary to give very little credit; and what credit is given can be made very short."

"Then you do count on losing a little by bad debts?"

"Yes, but a very little. In the whole of the last year we did not lose $50. Years ago we lost much more; but our losses have been steadily decreasing until now they are insignificant, indeed."

"Well, how do you deal with a man who wants credit?"

"That depends on circumstances. If we are absolutely sure of him we open an account with him; but on the understanding that his credit shall be short. If we do not know him, or do not think him worthy of credit, we would not hesitate to refuse him credit, even if by so doing we would lose a large sale, with prospects of regular business."

THE MOST DANGEROUS CREDIT CUSTOMERS.

"What classes of people ask you for credit?"

"Nearly all, but principally contractors, builders and farmers. Of these the most dangerous to give credit to are the contractors and builders, because many of them are very tricky. Remember, I do not say dishonest."

Mr. Thomas Meredith, of Thomas Meredith & Co., in answer to a similar question, laughingly said:

"The man who gives credit these days will eventually die in the workhouse. For the last five years the credit business has been steadily becoming worse, till now it is in a most dangerous condition, too dangerous to be experimented with. Twenty years ago credit could be given with comparative safety, but not so now."

"Is all your business cash?"

"Well, that would depend on the construction you put on the word cash. We have certain customers who never pay us cash down or C.O.D., but to whom we send out regular monthly accounts. These are promptly paid, almost without exception. It is a safe rule that when a man wants longer credit than he receives by this system, he is not worth any credit at all."

"What does the general customer think of the cash system?"

CUSTOMERS DRIFTING CASHWARD.

"He is constantly becoming more favorable to it. The departmental stores have undoubtedly had a great influence in turning the public attention to the possibilities of cash business. Their influence was greater in the past few years, but the general public have begun to realize that these stores are not the only ones doing a cash business, and not the only ones selling at what you might call the 'modern cash basis of prices.'"

"By selling for cash can you compete with these stores much better?"

"Certainly; I frankly admit that it is impossible to compete with them and give credit. It is absolutely necessary to charge about 10 per cent. more for credit than for cash, and this is just enough to effectually hinder competition with them.

"Has giving credit been the cause of the failure of any businessmen of your acquaintance?"

"HORRIBLE EXAMPLES" OF CREDIT.

"Yes, especially after the collapse of the real estate boom in Toronto ten years ago. Quite a number at that time were pulled under by contractors and others going down at that time. Of ten street contractors doing business with me at that time only two survived the trial. You will see by this how one having much debt outstanding against these men at such a crisis is in grave danger. Farmers are not so affected by circumstances. In the last fifteen years I have not lost $100 by these people."

P. C. Godden, another King street hardwareman, is also a firm believer in cash, expressing himself thus:

CASH THE ONLY SYSTEM.

"I consider this system the only system. It shows me how I stand. By giving credit the scale can be made all right, but I can never be sure what part of it will return to me in cash. When I don't sell for credit, I have either my goods in the store or the cash for them, and am thus always sure how I stand."

"Do you give much credit?"

"No; frequently we are asked for it, but lose the trade rather than give it. If we are certain of a man (for example, a farmer whom we know to have property without mortgage or lien), we will give credit, understanding it be as short as possible."

W. H. Sparrow, Yonge street, thinks there are disadvantages as well as advantages to the cash system. He said:

"Though I would prefer to do a cash trade, I do not forget that cash customers try to beat down one's prices, where a credit customer would pay without question. My trade is largely in house furnishings, and in many cases it is necessary to send the goods to the house on the understanding that payment will be received when the article has been found satisfactory."

"Do you open up new accounts?"

"Yes, they seem just to open up themselves. A stranger may come in and buy goods from me, and continue to do so till I am well acquainted with him and know whether he has the security to be given credit. He may then want a little credit at first, and gradually increase it till he has a fair account on my books. I try to keep such paying cash, but if they are sure pay I would rather take their trade on credit than let it go by the door."

STOVES AND CASH.

Richard Bigley, stove dealer, Queen street east, is a firm believer in doing a cash business entirely. He was asked, "Do you do a a cash or credit business?"

"I do a cash business. Of course, I do not mean by that statement that all goods are paid for before leaving my shop, as a great

Spring Samples

of

Wall Papers

Our Stock is Complete.
Our Wall Papers are New.
Our Colorings are Unsurpassed.
Our Goods are Quick Sellers.

Samples sent to the trade upon application.

Colin McArthur & Co.

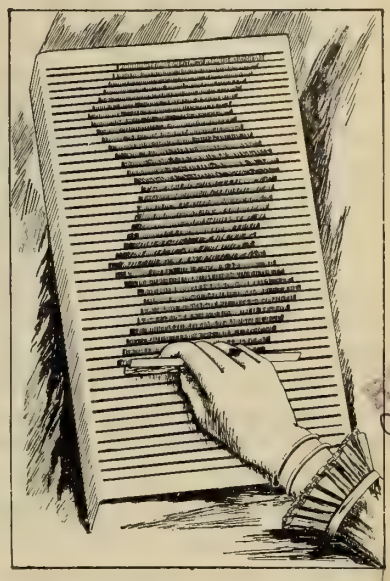
Manufacturers

Office: 1030 Notre Dame St. Montreal

HISTORY REPEATS ITSELF

THE

Matchless Pleater....



Once more pleating is very much in demand.

The Matchless Pleater is a pleater for family use, and retails at a popular price, **25c.**

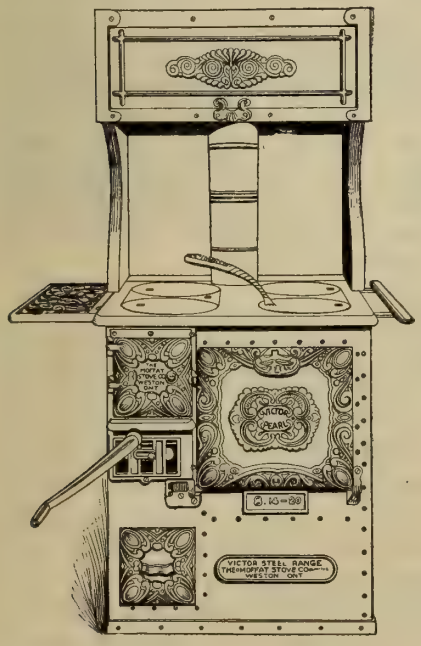
WELL MADE AND HEAVY TIN

Size, 8 x 13 Inches.

Merchants will find this Article a Ready Seller.

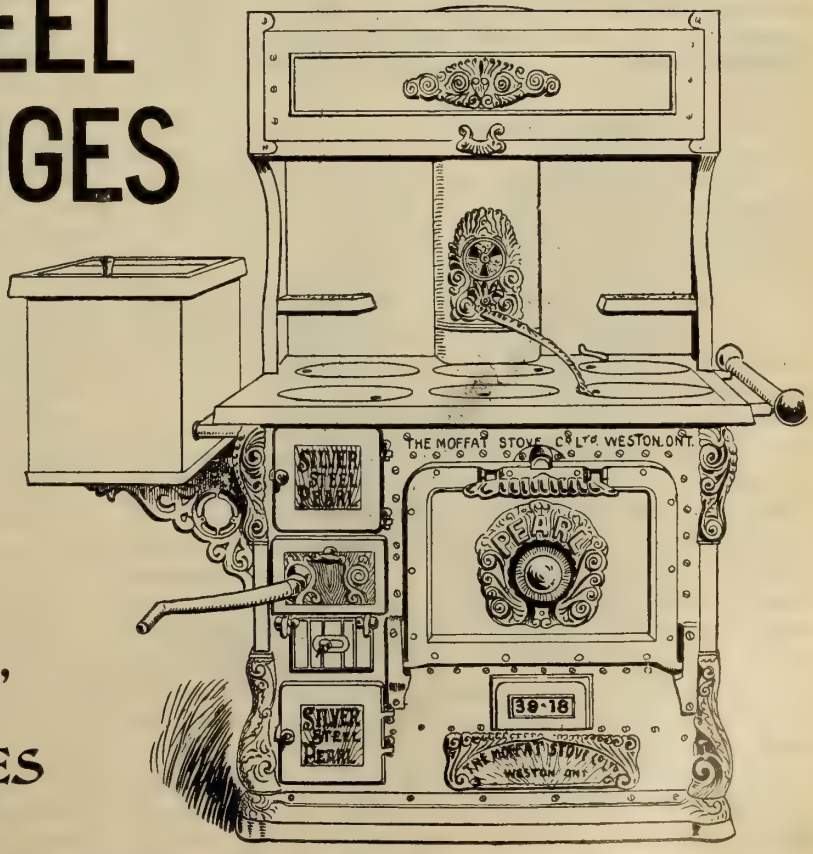
ROBERT RALSTON & CO.

HAMILTON, ONT.



STEEL RANGES

Write for Catalogue.



We are sole manufacturers of the

SILVER STEEL PEARL, VICTOR STEEL, and CROWN STEEL RANGES

The Great Silver Steel Line.

THE MOFFAT STOVE CO., Limited, WESTON, ONT.

deal of my business consists in putting up and repairing stoves. That card shows my system in this regard," he added, as he pointed to a large card on the wall, which read : "All Stove Replacing and Repairing Must Be Paid C.O.D."

"Do you accept credit under any circumstances?"

"If I know a man has a steady income, and is not living beyond it, I would give him credit on the understanding that he would pay something on account out of each week's or month's salary."

"What is your chief objection to the credit system?"

CHIEF OBJECTION TO CREDIT.

"I find that about three men in ten will live up to an agreement about the price of a stove without quibbling or complaining, and that the other seven, if they were to get a stove on credit, would be almost certain to find some excuse for not paying the full amount of the bill, thus either causing loss or creating hard feelings. Then, by the cash sytem, a small percentage of profit brings a respectable net profit at the end of the year, where, by the credit system, a bigger percentage might bring a deficit."

"Do you lose any trade by refusing credit?"

"I am confident I could do $50,000 more business every year if I could accept credit promiscuously. That may look tempting, but after a year or two of such business it looks different."

Another merchant interested in stove repairing, tinsmithing, etc., is George Boxall, Yonge street. Mr. Boxall was asked ; "Do you believe in a cash business?"

BUYS FOR CASH AND SELLS FOR CASH.

"Most decidedly I do. For everything I buy I pay cash, and in all cases get the discount. And by rendering monthly accounts, which are generally promptly paid, my business may be said to be a cash business throughout."

"Do you find it difficult to keep free from credit trade?"

"Not so difficult as formerly. There is a growing opinion that persons getting goods on credit should pay more for them than cash customers, and to the extent the public understand that goods can be bought to better advantage for cash they will be more willing to do business that way."

"Have you serious objections to doing business on the credit system?"

"Indeed, yes ; some years ago I did a large credit business, and lost over $4,000 in less than two and a half years. That is serious enough, is it not?"

A KLONDYKE "CLEAN-UP."

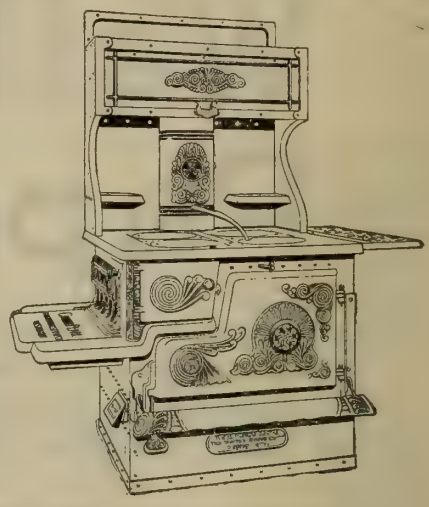
In the March Century, John Sidney Webb describes "The River Trip to the Klondike." In telling of his visit to the El Dorado mines, the author says :

"The sluice boxes are made of boards, machine or whip sawed, and roughly nailed up into troughs or boxes, and fitted together like stovepipes. Cleats are nailed into the last boxes, called 'riffles,' or, in some instances, shallow auger holes are bored into the bottom boards. The boxes are then set up in line on a gentle slope, and the pay dirt is shoveled in at the top, and a stream of water, controlled by a dam, sluices over the dirt and gold. The weight of gold is so great that it falls, and the dirt and useless gravel washes off, the gold being caught upon the cleats or in the holes scattered about. In the last boxes quicksilver is put in to catch the very fine gold. When the gold is taken from the boxes it is called a 'clean-up.'

"On the day I was there (August 17), at No. 30 El Dorado, $20,000 was 'cleaned up' in 24 hours, with only one man shoveling in the dirt. Such wonderful results may mean, however, months of expensive work ; but 'when it comes, it comes quick,' as the saying is among the miners."

"CROWN PEARL" STEEL RANGE.

The "Crown Pearl" steel range, manufactured by the Moffat Stove Co., Limited, of Weston, is something entirely new in the construction of steel ranges. After a thorough test it has proved to be one of the most economical and one of the best baking ranges manufactured. It is made for burning wood only. There is plenty of cast iron to give sufficient heat to the kitchen when necessary. It is protected with cast iron and asbestos linings and cement, and is guaranteed not to rust, buckle or burn out.



The oven is 26 x 27, and is strongly braced and bolted with a patent truss, and will bake with two small sticks owing to the shape and proportion of a new style of flues. Fire cement 1¼ inches thick protects the floor and adds to the baking qualities. The cement is run into the bottom and is kept in place by a special grate. The fire box is 29 inches long and is provided with front swing grate and heavy false fire bottom with centre dump. The fire back is heavy and held strongly in place with our hollow centre support. The flue door is easy of access and forms a spout when opened for cleaning. The cast iron flue back will never rust out. There is only one damper on the range, which is regulated from the front. The centres are extra wide, and, like the lids, are heavy and strong. The oven top is lined with asbestos, and the sides and right end of the range are similarly protected. The reservoir is placed on the top, and is one of the important features of this range. It is so placed as to avoid rusting. It holds ten gallons, heats the water quickly and without any noise. The valve on reservoir has a plumbago disc seat. There is no dripping or spilling of water over range. There is a large end shelf, teapot stand and an elegant guard to protect the reservoir. The foot rail is a new idea, and it is made strong enough to bear the weight of two men. The nickel parts are as follows : Medallion on oven door, front door, foot rail, kicker, teapot stand, guard, name plate, hinge pins, knobs, etc.

THE RETURNED KLONDYKER.

"Yes, George," she said, as she fondly gazed on the bearded face of the wanderer, "we have been very poor since you went away."

"We'll change all that now, little woman," said the smiling miner. "But here, I'm as hungry as a wolf. Where is the dinner?"

"Alas, George!" she answered, "I have no money to buy the necessary ingredients."

"No money?" he echoed. "Here, where are your scissors?"

With steady fingers he rapidly snipped off his luxuriant beard.

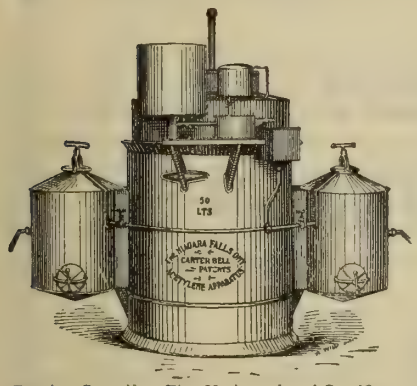
"My darling," he said, as he handed her his whiskers, "run with these to the nearest bank. Properly washed, they ought to clear up a cool five hundred in the yellow dust."

The shillelagh industry, or the making of blackthorn sticks, is becoming quite prosperous in Ireland. Happily the shillelaghs are not now intended—as in the days of Donnybrook fair—for cracking skulls. The Duke of York returned from Ireland with 100 of them to present to his friends.

THE NIAGARA FALLS ACETYLENE GAS APPARATUS.

Patented in Canada, United States and Great Britain.

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice.

Acetylene Gas the Coming Light.

Cheaper than Electric Light, Coal Gas or Coal Oil.

For Private Dwellings, Business Houses, Public Halls and Offices.

For particulars write to the

Niagara Falls Acetylene Gas Machine Co. Limited.

Niagara Falls, Ont.

..CLIMAX..

THE

NEW

Waterproof Harness Oil Blacking

In paste form, cannot slop or spill, does not require to be poured into another dish, therefore, no waste. Spreads on the leather just like an ordinary oil, leaving a better and blacker finish.

TRY A SAMPLE ORDER.

ROBERT RALSTON & CO.

Hamilton, Ont.

The Parmenter & Bulloch Co., Limited

MANUFACTURERS OF

Iron and Copper Rivets and Burrs, Kettle and Coal Hod Ears, Counter Sunk Wagon Box and Hinge Nails (Long Chisel Points), Iron, Steel and Brass Escutcheon Pins, Wrought Iron Felloe Plates, Carpenters' Braces, and Wire Nails of every description.

SPECIALTIES

(Sole Manufacturers for Dominion of Canada)

The Patent Tubular Rivets
The Patent Bifurcated and Slotted Rivets
The Patent Check Rein Guide Loops
The New Perfected Overshoe and Leather Shoe Buckles

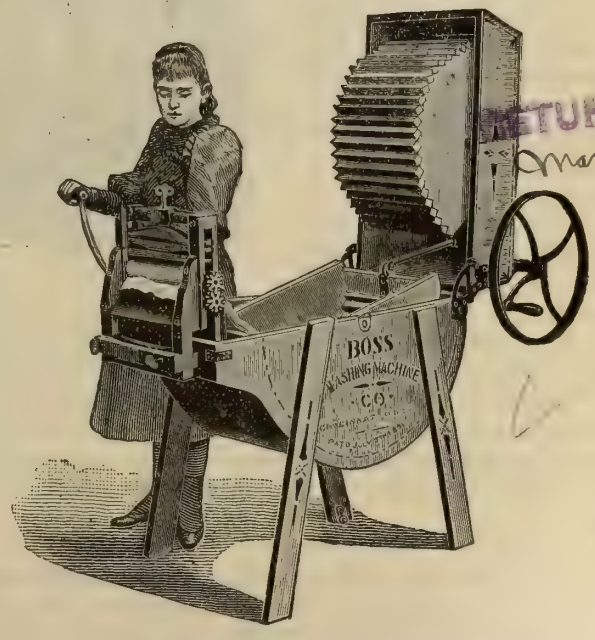
Head Office and Works, Gananoque, Ont.

BRANCHES:

32 and 34 St. Dizier St., Montreal

29 Melinda St., Toronto

The BOSS WASHING MACHINE



Ask for Circular. We commend the BOSS as

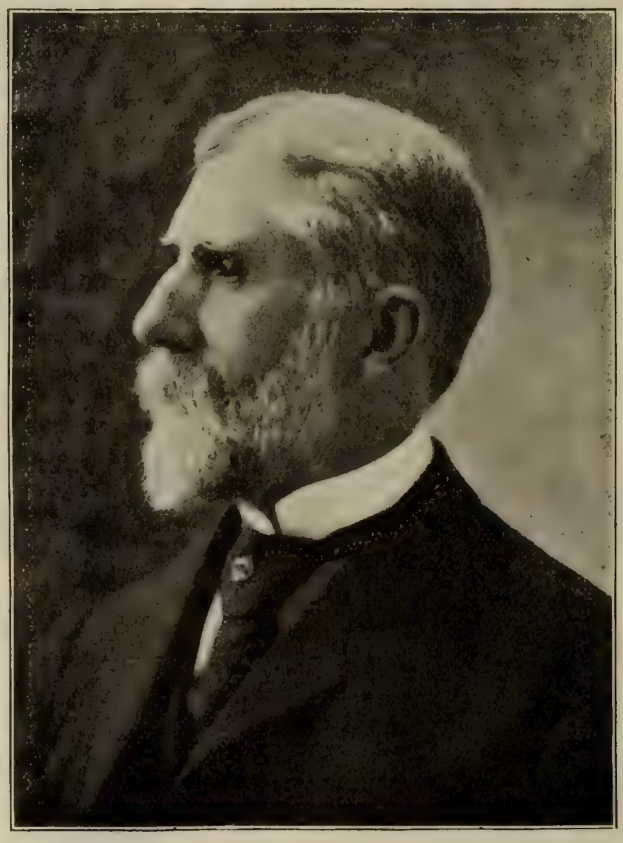
THE BEST not the **CHEAPEST.**

Walter Woods & Co. - Hamilton, Ont.

FILE MAKING BY MACHINERY.

A GENERATION ago, when hand looms had been abandoned, except in Thrums, and even clock works and jewel screws were being made by machinery, the heaviest file used by the machinist, as well as the finest required by the jeweler and sculptor, was still cut by hand. Millions of dollars were spent in this country and abroad in vain attempts to make and introduce the machine cut file. The reasons for the repeated failures are not at once apparent, and cannot be understood without detailed explanation of the peculiarities of this indispensable tool and the services demanded of it, for the file seems to present no more mechanical difficulties in the making of it than many another tool that has long been successfully made by machinery. Success was ultimately attained, as is attested by the existence of large establishments like the Arcade File Works, of Anderson, Ind., and the machine cut file has become such an important article of commerce that it is difficult to realize that its introduction and general acceptance were comparatively recent.

The file is one of the oldest tools known and one of the most widely used. It is recorded in the First Book of Samuel that the Hebrews were possessed of files more than a thousand years before the birth of Christ, and had then reached such a point of excellence in the manufacture of them that there were different styles and sizes for many different uses. They must have been made in much the same manner as they continued to be up to thirty years ago, by hand, with a chisel and hammer, and as a few of them are made to this day. There is only one break in this record of 3,000 years of exclusively hand labor, and that is in the tradition that Leonardo da Vinci, painter, poet, engineer, and mechanical genius, contrived a machine for the cutting of teeth on files, and set it up in the classic Val d' Arno about the time Columbus sailed for America. Whether this machine suffered the fate of Hero's steam engine in the Temple of Alexandria and became a toy to amuse the populace; whether it was cried down and destroyed by the superstitious and fearful of the middle ages, or whether its operation proved as unsatisfactory as did later devices and was abandoned, is not known. Certain it is, however, that further developments were discouraged, and 400 years went by before the hand file cutter was even partially displaced by machinery.



ALFRED WEED.
Vice-President and General Manager Arcade File Works.

FILE CUTTING THIRTY YEARS AGO.

In the list of the year's distinguished dead in the January number of Modern Machinery was chronicled the death of a man who, fifty years ago, learned the trade of file cutting in a little shop in Philadelphia, and whose first task set by his master was to carry a day's output of a half dozen men, in a basket on his head, to each customer, who selected a file to his liking. There were no big file works in the United States, small shops supplying the local demand, and occasionally having a surplus for the western pioneer. In England, up to thirty years ago, although there were large finishing works and shipping depots, and the responsibility was assumed by firms, file cutting was a cottage industry. Within five miles of Sheffield and Warrington hundreds of file cutters lived and applied their skilled craft, and the wayfarer might see blonde or grizzled heads lowered at the quaint casement windows, and hear the rapid strokes of the hammers on the chisels, or note the infrequent pause when the cutter looked out upon his flowerbeds or off to the wooded hills.

In the green lanes that ran between mossy stone walls or clipped hedges of holly and box to the towns, the file cutter's boy might be seen ambling along on a donkey, with a basket of blanks from the file works, or the file cutter upon a market day taking the finished work back to get his pay. The cutter usually had a hound, with which he followed the hunt in season, for he was a well paid craftsman, and could afford to take his day now and then for pleasure. Many of these cutters owned a patch of ground, cultivating the soil one day and working at the anvil the next.

Much of the bar steel for files was at first brought from Sweden from the famous Dannemora district. The bars were cut into lengths with chisel and hammer, and then shaped by forging, after which they were annealed or softened for cutting. The blanks, after annealing were sent to the grinders, who plied their craft at little proprietary grinding mills on the tributaries of the Sheaf and Don, near Sheffield. These mills of stone with overshot water wheels appear to have occupied their sites from time immemorial, and were rented with water privileges from landed estates. Here the grinder worked night and day when there was water, but accepted with complacency months of idleness. Gradually dams were built and pools formed, so that the supply of water fluctuated less. The blanks after grinding went to the stripper, who made the surfaces true and level, ready for the cutter.

As the file came to the hand of the cutter it was soft, bright steel, with surfaces flat, round, square, triangular or half-round, with tapered or square ends, and of half a hundred different sizes. The blank was held to the anvil with straps and passed under the cutter's feet, exactly as it is by hand cutters to-day. The workman held a short chisel, broader than the file to be cut, in the left hand, and resting on the blank at a specified angle across the file and at a slight inclination toward the point. The cutter then struck a sharp, short blow with a peculiar hammer that curved over from the handle like a heavy-headed inverted pipe. An indention was made and the soft steel thrown up in a ridge in front of the chisel. This ridge determined the position of the next cut by preventing the chisel from sliding back into the groove. Sixty to eighty times a minute the hammer descended until the surface was covered with a parallel row of ridges inclined towards the point. A second course, at an angle from the first, was cut a trifle closer together and with a shallower indentation. The file was then

EVERY GOOD THING

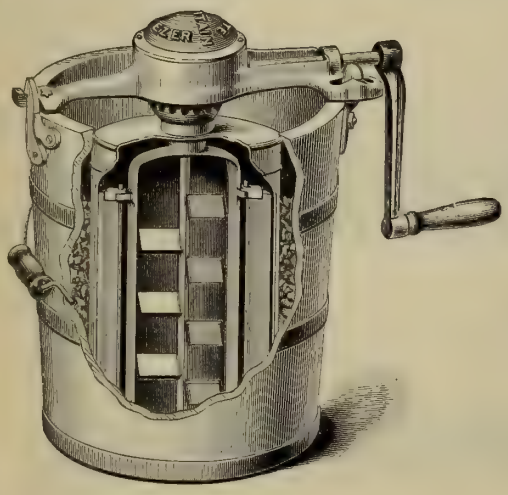
Pertaining to

Ice Cream Freezers

Originated with

And is used in

White Mountain Freezers



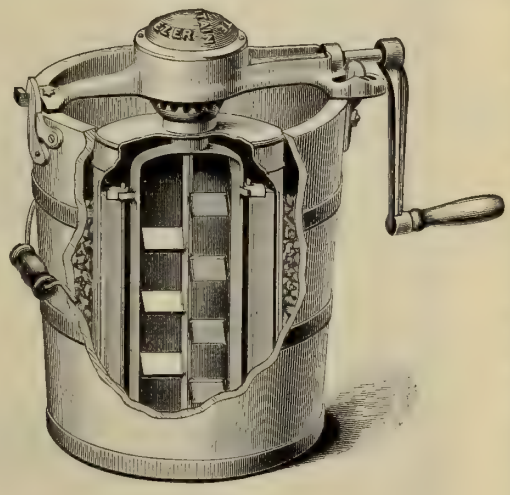
Triple Motion

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

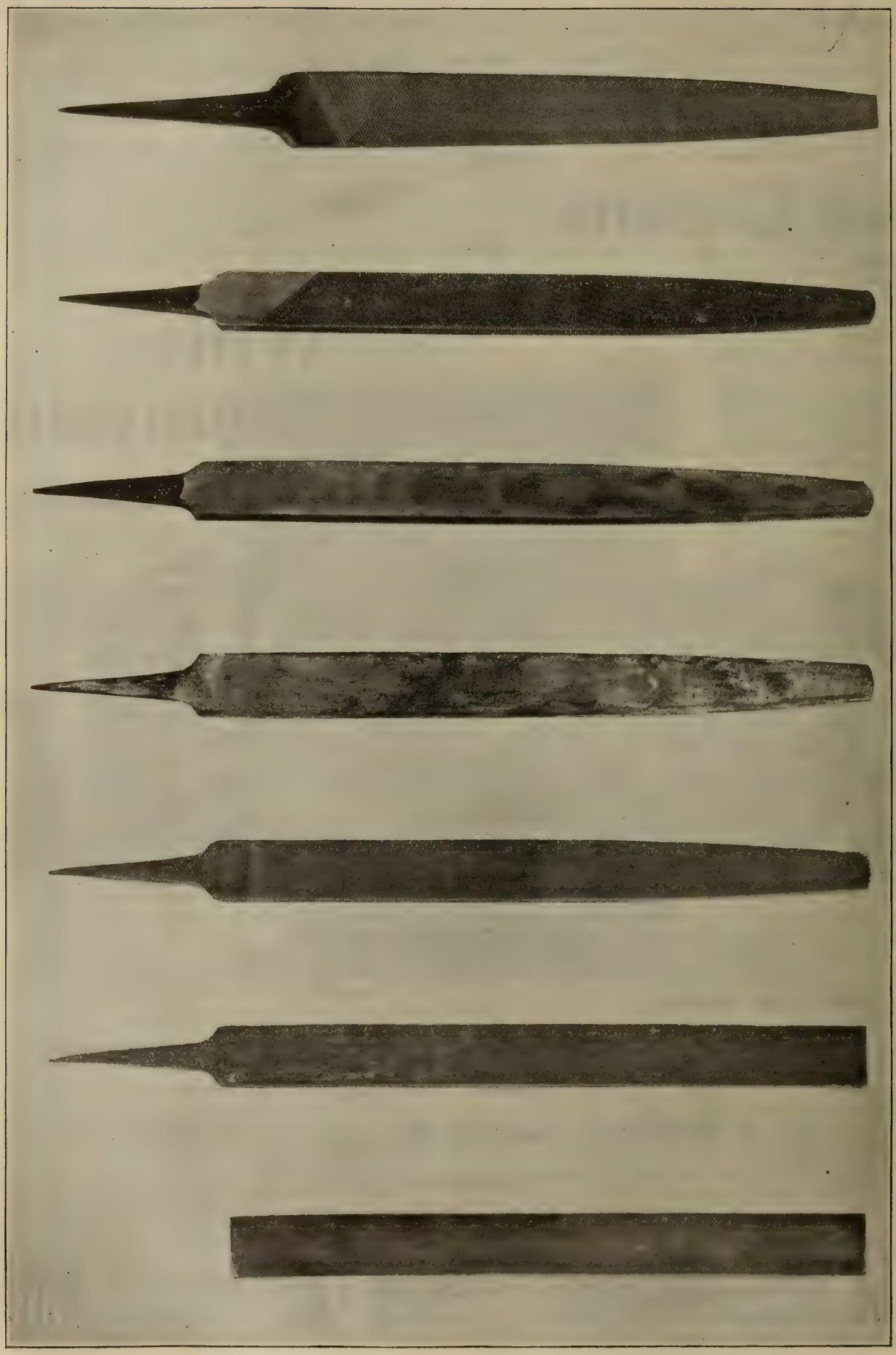
THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H.



Evolution of a File from the Steel Bar to the Finished Product.

WE REFINE FOR THE WORLD.

R. W. English Refining Co.

CANADIAN REFINERY.

CHEMICALLY PURE C. P. TRADE MARK

Montreal, Que. London, Eng.
Chicago, Ill. Buffalo, N.Y.

LONG LIFE L. L. TRADE MARK

TO AN ENQUIRING AND REASONING MIND.

To Refine is to Purify and to take away all deleterious substances, which, applied to **LINSEED OIL**, is the removal of all fibrous and albuminous matter with the elements of destruction and decay.

The old masterpieces in the Art Galleries of the world, in a perfect state of condition, color and expression, are the evidences of what has been considered a **LOST ART.**

What the Masters did in those days **WE NOW DO** commercially, and produce our **CHEMICALLY PURE, LONG LIFE LINSEED OIL**, which costs 10 cents per gallon above the price of the natural and unrefined product, an extra cost in the painting of an ordinary house of $1.00.

Paints in which our oils are ground in and thinned with will not fade, and will last twice as long.

Taking into consideration the loss by the removal of the deleterious natural substances of the oil, in which we employ the most expert of skilful chemists, reduce the actual charge of refining to be the lowest refining charge in the world.

We are the only **LINSEED OIL REFINERS** to our **STANDARD** in the world, producing absolutely **CHEMICALLY PURE LINSEED OIL.**

See that our certificate is on the barrel. TAKE NONE OTHER. Ask your dealer for it.

R. W. ENGLISH REFINING CO., Canadian Refinery, MONTREAL, QUE.

Some of Our Lines:

COKE TINPLATES, Siemens Steel, Calumet Brand
CHARCOAL TINPLATES, Good Finish, Allandale Brand
" " Best Finish, Allandale Brand
" " Best Best Finish, Tissue Paper Lined Victor Brand
CANADA PLATES, Half Polished Sheets, Allandale Brand
" " All Polished Sheets, " "
SOFT STEEL SHEETS, For Roofing or Working Up.
GALVANIZED SHEETS, Best Quality, "Best Best Poplar" Brand
PORTLAND CEMENT, Good Quality, Lion Brand
" " Highest Grade, Test Guaranteed 400 to 425 lbs. Per Square inch, after 7 days, Sloop Brand
LINSEED OIL, Stewart Bros. & Spencer's Raw and Boiled, "SBS" Pure
FIREBRICKS } Highest Grade, Castlecary Fireclay Co.
FIRECLAY }
OAKUM, "Navy," "Best Navy," "Best Oakum," Rylance & Sons

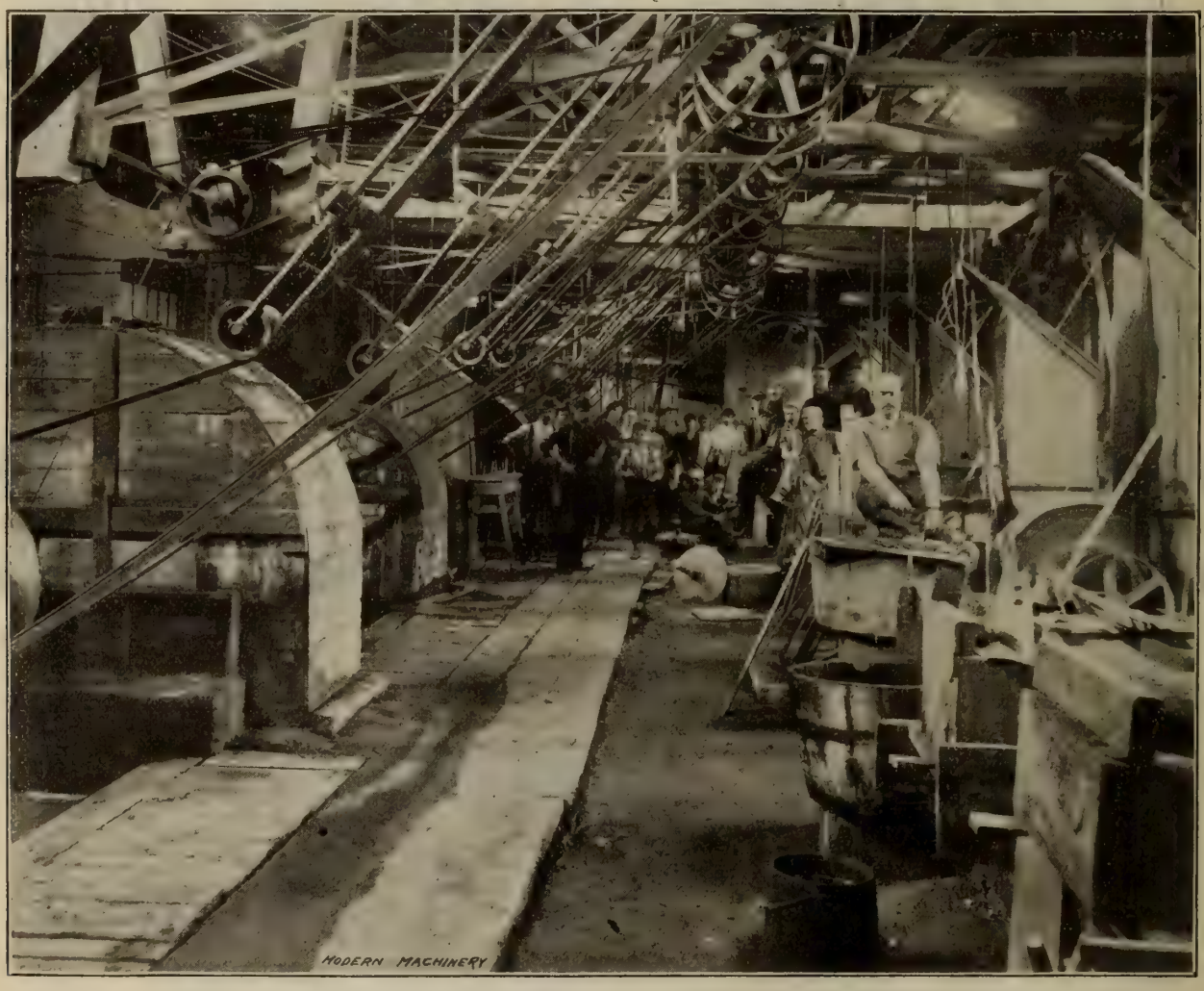
Import Orders Solicited by **J. WATTERSON & CO., MONTREAL,** Agents for Canada.

turned on a sheet of lead to prevent dulling the teeth already cut, or was supported in a lead groove if the blank was round or irregular. The expert file cutter should finish two dozen bastard cut flat files in a day. When cut the files were sent back to the factory to be tempered, tested and finished for the market.

THE FILE CUTTING MACHINE A TRIUMPH OF INGENUITY.

To the sense of sight and touch these hand-cut files seemed to have every tooth of the same size, and the spacing mathematically accurate. It was only when machine cutting was attempted that attention was called sharply to the fact that it was in the irregularity of the spacing and the depth of the indentations given by the flexibility of the human vise holding the chisel, that the virtues of the hand-cut file consisted. The perfectly regular teeth produced by the fixed mechanically operated chisel of the early machines were found to groove or channel the work—that is, the teeth followed in each other's tracks, cutting in the hollows instead of the rear teeth cutting away the projections left by the forward ones. All the efforts of inventors of file-cutting machinery have been but toward securing a reproduction of the hand-cut work, and the peculiar requirements explain why the invention of a satisfactory device was so long in coming. Although apparently so simple, the file cutting machine as it stands to-day, represents one of the most triumphant achievements of modern machinery, endowed as it is with something like human nerves and intelligence.

The amount of cut that any file will make at a stroke depends on the area of cutting edges in contact with the work, and also upon the pressure exerted. Paradoxical as it might seem, the smaller the area of cutting edge under a given pressure, the greater will be the amount of metal removed. In the machine-cut files of a dozen years ago, the regularity of the teeth had the defect of presenting too much cutting area to the surface of the work, and besides "channeling," the indentions between the teeth were more rapidly filled up with filings than was the case with the hand-cut file, so that the workman dared not apply all the pressure necessary to accomplish the work desired, and was often forced to stop to clean the "pinnings" from the teeth. As a result, in a very short time after being introduced the machine file had a deservedly bad name, and was thrown out by workmen, who refused to use it. If you give a dog a bad name you are advised by an old adage to hang him. So many men despaired of rehabilitating the machine-cut file that had failed to do good work or to inspire confidence, and they abandoned the attempt. All honor is therefore due to the few who persisted in their belief tnat the machine-cut file could yet be made a success, and continued to make inventions and improvements in the machinery. Among these men was Mr. Alfred Weed, now vice-president and general manager of the Arcade File Works, at Anderson, Ind., which now turns out 2,000 dozen files a day, and has been largely instrumental in establishing the reputation of the machine-cut file in this and foreign countries.



THE GRINDING SHOP.

More than 30 years ago Mr. Weed was chief draughtsman of the Whipple Co., of Ballardsvale, Mass., who spent $2,000,000 unsuccessfully in attempts to make files by machinery. In those days the usual form of file cutting machine had a table or anvil to which the blank was secured, and on which it was fed automatically beneath the chisel that was struck by a trip hammer. In a slight modification of this machine the chisel was fixed in a lever with a

Pillow & Hersey Mfg. Co., Limited, Montreal

. . . MANUFACTURERS OF . . .

BAR IRON

ROUND
FLAT
SQUARE

BAND
HOOP
HORSE SHOE

HALF-ROUND
HALF-OVAL
OVAL

CUT NAILS

FINISHING
SHARP PRESSED

CLINCH
FLAT PRESSED

SLATING
CASING

HORSE SHOES

MEDIUM
LIGHT

SNOW SHOES
STEEL SHOES

EXTRA LIGHT
HORSESHOERS' OWN

WIRE NAILS

MOULDING

FINISHING

SLATING

TACKS

OF ALL KINDS.

We are the only manufacturers of the well known

"BLUE HOOP"

BRAND.

LAMPLOUGH & McNAUGTON

59 St. Sulpice St.,

Montreal

THE TANDEM SMELTING SYNDICATE LIMITED. TRADE-MARK TANDEM

. . . Sole Agents for . . .

THEILE & QUACK, Elberfeld and Hamburg

Fine Knives, Scissors AND Razors and Hardware.

RETURNED 3 Cuts Jan 25/98 A. M.A

spring ; in the next device the file was attached to a screw slide which rested on a stationary anvil and was worked by a feed screw. The chisel was struck by a vibrating drop hammer. Ericsson, the great engineer, invented a machine which developed the idea of graduating the depth of the cut, but uot the width of the spacing. All of these machines lacked the nervous tension of the human arm and the infinitesimal variations in the height and force of the drop of the hand-cutter's hammer. The machine-cut file remained like the too perfect maid, of whom the poet claimed that she was "faultily faultless."

THE FIRST WEED FILE-CUTTING MACHINE.

While the millions of the Whipple Company were being lost, their chief draughtsman was differing from them, and quietly working out some ideas of his own. At the first opportunity he went to Europe and studied the hand file cutting works of all lands and the samples of files, ancient and modern, in the museums. His aim was to construct a machine that would reproduce, as perfectly as possible, the action of the human arm and hand. He perfected his apparatus and began to build a machine in Philadelphia. So great was the advance made over all previous inventions of the kind that file-makers everywhere bought the machine and began to introduce the machine-cut file. Mr. Weed then sold the right to manufacture his invention to a large eastern manufacturer, and retired from business.

He might have been retired yet and had more time to shoot big game on his ranch in Wyoming, where he spends his vacations, had not natural gas been struck in Indiana. The virtue of the file depends as much on the regularity of the temperature at which it is hardened as on the irregularity of the teeth. The ideal fuel is one with which the heat of the furnace can be controlled to the thousandth part of a degree. Besides the temptations offered by this fuel, Mr. Weed had a few other ideas to patent, which are now incorporated in the great factory of the Arcade works.

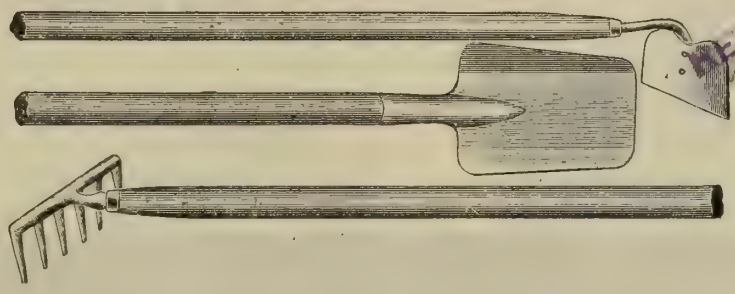
To see the Arcade File Works from the outside one might imagine that the Arcadian days of hand file cutting had never passed away. An electric car runs up to the doorway of the long brick buildings, which stand on the outskirts of the town of Anderson. A belt of woods stretches away to the east, and the workmen's neat frame cottages, each with a lawn and garden, border the street car line for half a mile. No file cutters sit at the windows,

STRIPPING SHOP.

and only curly headed children look out on the flower beds, and women gather vegetables for dinner from the little gardens. The fathers and brothers and the older sisters, 400 in number, are at work in the great brick buildings, which spread over more than three acres of ground. No smoke ascends from the chimneys to defile the blue sky, green earth or unsullied snow, by virtue of the natural gas used for fuel. When you enter the building a cyclopean hammering is going on that makes one resort to the sign language to convey ideas. A man sits just outside the forging shop beside piles of long, steel rods, some of which are flat, some square, some triangular, some round or half round in cross section, and of diameters from a slate pencil to a crowbar. These he feeds to a pair of power shears, which clips them at 2,000 dozen a day into lengths that are then conveyed to the forging shop.

Write for Catalogue---- JUST OUT.

SPRING 1898



SUMMER 1898

Sporting Goods, Croquet Sets, Hammocks, Skipping Ropes, Toy Garden Tools, Sailboats, Sand Spades, Pistols, Air Rifles, etc., etc.

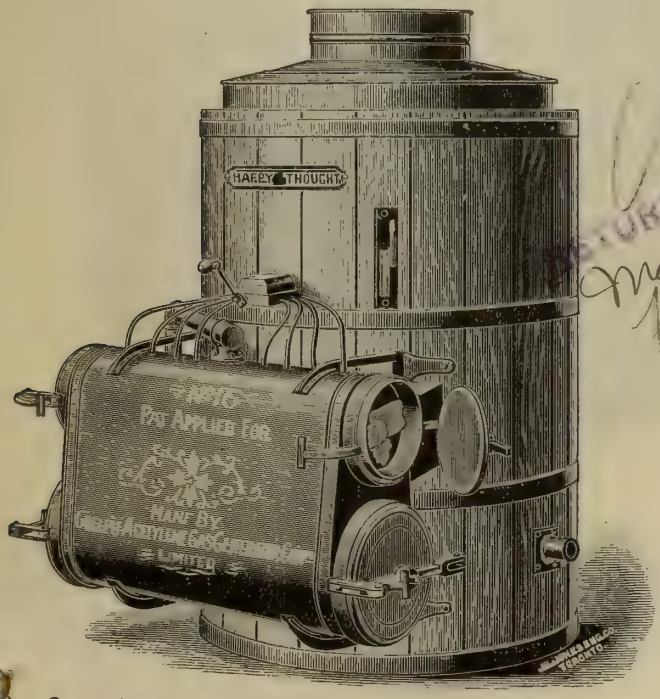
Express Wagons, Fine Bent Rail Wagons, Toy Carts, Wheelbarrows, Velocipedes, Tricycles and Doll Cabs.

Importers and Wholesale Dealers in ...

Fancy Goods, Notions, Sporting Goods, Woodenware, Toys and Games. . . .

NERLICH & CO.

35 FRONT ST. WEST, TORONTO



Our Generators are made under approval of Underwriters' Ass'n.

Acetylene Gas

PERFECT LIGHT
PERFECT SAFETY

Houses, stores or other buildings can be lighted **better** and **cheaper** by the use of our Acetylene Gas Generators than by any other system.

OURS IS THE SIMPLEST GENERATOR ON THE MARKET.

AUTOMATIC. SAFE.

....Send for Catalogue....

The Guelph Acetylene Gas Generator Co., Limited

GUELPH, - ONTARIO.

This is a room 200 feet long, where 30 power hammers exert a power that would have conferred immortality on as many Vulcans. Each one has a little brick gas furnace for heating the strips of metal. The furnaces are tended by boys, and the strips are lifted out by workmen with tongs and manipulated under the hammers, that came down with a thousand pound stroke more than a hundred times a minute. In less than a moment the bar is rounded, tapered or pointed, and the tang forged at the other end. The rapidity of the whole operation may be judged from the fact that 25,000 files a day are shaped on these 30 anvils ; 100 an hour for each machine. The red hot bars have scarcely time to lose their fierce glow from the furnace to the iron truck in which they are wheeled off to the annealing room to be softened for the grinding, stripping and cutting. The "blanks," or blank files, which have a mottled, rough appearance from the forging and the softening in the furnaces, are sent in batches on long rolling carriers to the grinders, who operate 10 power machines and as many more stones by hand. The great grindstones, such as the Sheaf or the Schuylkill never blinked at or rippled over, are shut up in a framework, forming boxes 10 feet high, from which comes the peculiar ear-splitting sound made by stone on steel. All that is required of the machine grinder is to put a number of blanks in a plate holder, which closes up against the stationary stone like a furnace door. With the revolution of the wheel the plate goes up and returns, and one surface of the blanks has been made true and smooth. When all the surfaces of the blanks have been ground they are fitted into the stripping machines, which consist of vises and sliding file strips on long, horizontal tables.

Testers now take these blanks one by one, and, with a hand-cutter's short chisel, test them to see if they are level. Those that are imperfect are sent back to the grinder, while the others pass on to the cutting machine, each one of which occupies scarcely more room than a sewing machine, and is operated by girls and boys as well as by men, each machine being adapted to its particular task of cutting edges or sides in single or double cut on the various shaped files. The blank fits into a groove and is automatically fed to the chisel, that comes down at the rate of 4,000 times a minute on the small files, cutting from 50 to 200 teeth to the inch, and finishing one row of cuts on the side of the file in six or seven seconds and making no two teeth exactly alike from point to tang, but increasing them imperceptibly.

CUTTING SHOP NO. 1.

THE "INCREMENT" CUT.

The manufacturers have been experimenting on this irregular spacing. The Arcade file works has produced the "Weed Increment," cut by patent, flexible chisels, which they claim reproduce the nervous action of the human hand. Two rooms, 40 x 200 feet in size, are filled with these machines, each of which can turn out 40 to 125 dozen files a day.

At the other end of the room is the latest achievement of Mr. Weed in the line of invention of file cutting machinery, a machine that cuts a rat tail file with spiral increment, and by one continuous operation. Up to three years ago the round file was cut from point to tang in parallel rows.

The product of each machine is numbered so as to keep tally on the machines, and the testers reject imperfect files. The perfect ones are covered with a paste of various substances to protect the

Let us quote you

prices on

Contractors' Supplies
Tin Plate and Metals
Railway Supplies
Iron and Steel
Engineers' Goods

We invite correspondence. Monthly and C. I. F. lists issued. Corresponding houses in every European market.

IRONSIDE, SON & CO.

Cable Address, "IRONSIDE," London

Hardware and Metal Merchants, Agents and Engineers

GRESHAM BLDGS. LONDON, ENG.

ABBOTT & CO.

MANUFACTURERS OF

Bar Iron, Steel, Nails, Spikes

BOLTS, RODS, WASHERS,

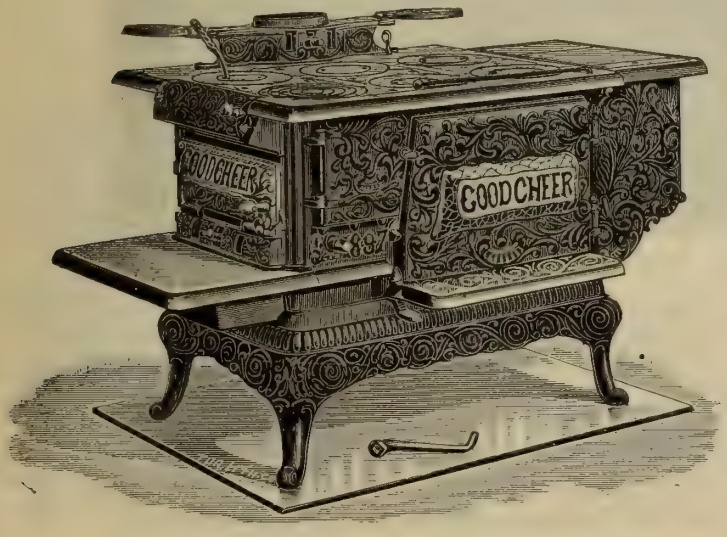
HORSE SHOES, ETC.

MONTREAL.

GOOD CHEER RANGES

LARGE STEEL OVENS

Three styles each—Square and Reservoir, with or without High Shelves or Closets, Coal and Wood, or Wood only.



SOLD BY LEADING DEALERS EVERYWHERE

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

EXTENDED INSURANCE

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association

Head Office--Toronto

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

W. K. MACDONALD, Managing Director.

teeth from direct contact with the fire, and are then heated in a crucible filled with molten lead. The hardener must be an expert, and able to tell from the cherry redness of the color when the files have reached a certain temperature. With natural gas the tempering, it is claimed, is much more perfect than with any other kind of fuel, for the supply can be regulated by the turning of a screw and the heating made as accurate as clockwork. The files are taken from the furnace one at a time, lifted by the tang with a pair of tongs, and plunged into brine vats with apparent carelessness as to which way they go down. But, in fact, some are dipped perpendicularly, others horizontally or at various angles, as experience has proved the best to prevent warping. Should they become warped in the process, however, they

TEMPERING SHOP.

are straightened with lead hammers on tables of lead before becoming entirely cool. The files are scoured clean by steam scrubbing machines and dropped into tubs of lime water.

When they are taken from this bath they have not the beautiful black color that they have on hardware dealers' shelves, but are grey and ashy looking; after which the tangs are annealed by dipping in molten lead. The tester now draws a piece of stiff steel across every surface to find soft spots or imperfect teeth, and those that do not come up to the standard are put aside and sold as "seconds." The files are now oiled, sorted, wrapped in oiled paper to prevent their rusting, placed in labelled boxes, and are ready for the filling of orders.

Life is short, only four letters in it. Three-quarters of it is a "lie," and half of it an "if."

A HARDWARE FABLE.

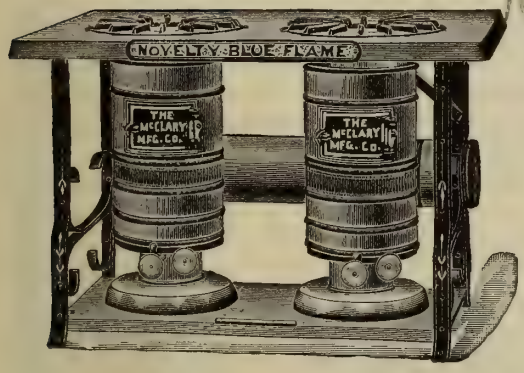
By G. H. B.

A POCKET knife was returned to the Hardwareman with a blade broken off short. "How did you break the blade?" asked the Hardwareman. "I broke it while cutting a little soft pine stick," said the man, who, like our beloved Washington, never told lies about Hatchets, Knives or other articles of Hardware. "Very well," said the Hardwareman, "I will give you another and return your broken Knife to the manufacturer." Soon after this a small, well dressed boy came in and threw down a 25-cent knife, which also had a blade that had come to grief, and the boy said: "Knife's no good." "What is the trouble?" asked the Hardwareman. "I broke it whittling on a little pine stick," said the boy, who was a regular attendant at a Sunday-school. "You shall have another, my boy." During the week there were three additional Knives returned, all of which had been broken cutting little pine sticks, and each of the purchasers was given a new Knife. But one day a ragged little fellow came into that store and said: "I broke that Knife you sold me and I want to buy another. It was a good Knife, but dad tried to get a cork out of a bottle with the small blade and I broke the large blade trying to split a big hickory stick."

The Hardwareman threw his arms around the Little Boy's neck, and in a voice choked with emotion, said: "Take a dozen Knives, my dear little fellow, a Bicycle, a Fishing Rod, a Sled and anything else that you would like to have. You are the first one to return a Pocket Knife to me that did not say it was broken by being used to whittle a little pine stick."—Iron Age.

OIL STOVES
"Blue Flame"

1, 2 and 3 Burners.
INTENSE HEAT WITH LITTLE FUEL.

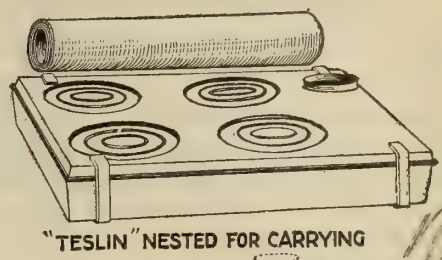


No Smoke
No Odor
No Danger

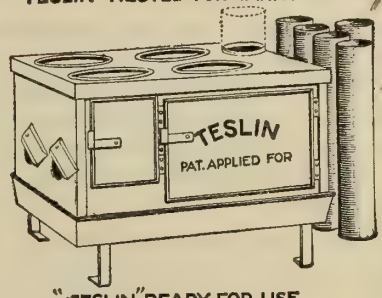
CANNOT BE BROKEN.

Made of Steel throughout.
OUR PRICES ARE RIGHT.

Klondike Outfits



"TESLIN" NESTED FOR CARRYING



"TESLIN" READY FOR USE

FOLDING STOVES
with or without ovens.

CAMP STOVES
for use en route.

GOLD PANS

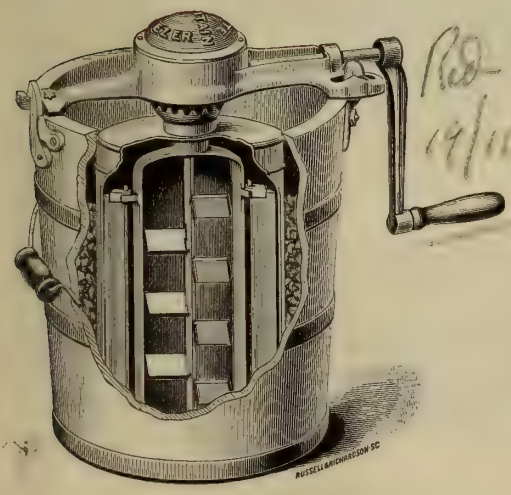
KLONDIKE LANTERNS

All kinds Nestable Tinware and Enamelled Wares for Miners' use.
CATALOGUE gladly supplied from our nearest Branch.

WE SUPPLY EVERYTHING required for the Stove and Tinware Trades.

"White Mountain" Ice Cream Freezers

11 Sizes (1 to 25 qts.) with crank handle.
3 Sizes (15, 20 and 25 qts.) with fly-wheel.



Their Materials
Are Right.
Their Principle
Is Right.
Their Reputation
Is Right.

They have the celebrated Duplex Dasher with self-adjusting wood scraping bar. All gearing covered.

Freezes Cream in Four Minutes

making it finer and smoother than any other freezer.

"MODEL" REFRIGERATOR

SAVES ICE.

Seven sizes for domestic use.

Any size to order for hotel or store use.

Their System of Ventilation keeps Victuals Cold and Healthful.

Made of two walls of hardwood, between which is charcoal sheathing, and lined inside with zinc, makes the body four thicknesses of non-heat conducting materials.

Finished "Rich Antique," and trimmed with solid bronze locks and hinges.

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

HARDWARE WINDOW DISPLAYS.

VAST as is the difference between hardware window displays now and what they were even ten years ago, there is still great room for improvement.

Retail hardwaremen of to-day could shame their predecessors of yesterday; but the men of to-morrow will just as surely shame those of to-day. Hardwaremen of to-day are only on the threshold of their possibilities.

In all radical movements there are those who are far in advance of their fellows. It is so in regard to window dressing: A merchant here and there seems to have almost reached, one would think, perfection; but the great majority are not in the running, while it is evident that some have not even begun to walk, if one can apply this term to those who practically pay no attention whatever to their windows.

The original purpose of the shop window was undoubtedly merely to let in the daylight. To-day all up-to-date merchants realize that what was its original purpose has now become of scarcely secondary importance. The first and all important object of the store window to-day is its utility as a goods' displayer.

The fundamental principle of successful window displaying is the power of impression. If the passer-by is not impressed with what he sees in the window the efforts of the window dresser are practically abortive.

The ideally impressive window display is not necessarily the display which is impressive, or even that which has been prepared with much artistic care.

SHOW WINDOW—CAMP DISPLAY.

There are some pretty windows which attract your attention for a moment, but, unless you make a special mental effort, scarcely one article is photographed on your memory. The trouble is there is a multiplicity of articles. And where there is multiplicity there is confusion.

The most successful window displays are those in which only one line of goods is drawn upon for material. A window can be made as attractive in this way as if a score of different lines were called into requisition, while the impression it makes is ten times more lasting.

Window displays, like advertisements, should be changed as often as possible, and the smaller the town is the more frequent should be the change, for the fewer people there are to see the display, the more frequently should it be altered.

It is a mistake to think that a display which is once attractive is always attractive. A display is attractive only just as long as it is new or unique. To the passer-by who has seen it time and again it is no longer of interest, and where there is no interest there is naturally no utility as a medium for selling goods, which is, of course, the property of a well-dressed window.

SHOW WINDOW CAMP DISPLAY.

The attractive camp display shown on this page was designed by a Michigan hardwareman, and constructed by his clerks in their spare moments. As will readily be seen, it was designed for the special purpose of showing guns, ammunition and camp utensils.

The scene is that of a hunter's camp in the woods, with the occupant seated on an ancient moss grown stump, contemplatively musing over the game he has bagged or hopes to get. The noonday sun is supposed to penetrate what once were the boughs and leaves of a giant oak. With locks of hemp, coat and leggings of buckskin, and the accompanying belt and firearms, he recalls the picturesque figure of Cooper's "Deerslayer." Before him is the smoldering campfire, keeping hot the contents of the kettle suspended from a broken branch, supported by two crotched sticks. Near by is his camp outfit, while among the leaves covering the mossy turf at his feet are shells and loading tools, together with fish basket, flies and all the paraphernalia of the fisherman. Before him, leaning against what is presumably a tree, are his fishing rod and gun, from the end of the latter hanging his loaded cartridge belt. His sole companion is a corn cob pipe. While his expression is fierce, it is but a mask to hide the tenderness of the inner man, straw though it be. The display is said to have proven a great people attracter and trade increaser, many having referred to it long after its removal. The experience of the firm who had this display in their window, as voiced in a contemporary, is that a figure or scene of an unusual character directly applicable to the goods advertised, is certain to attract attention and impress the beholder with the belief that such is the place to obtain whatever he wants in that line, while the novelty of the production causes people to talk about the store.

CARPENTERS' TOOLS DISPLAY.

Thos. Meredith & Co., King street east, Toronto, have a good exhibition of carpenters' tools, though not as comprehensive a display as would be possible, and advisable, especially in a country store. The display is, however, original, and furnishes a hint or two for those who contemplate the construction of such a window, which

Lewis Bros. & Co.

MONTREAL.

If you haven't bought any of the following lines, write us for prices. It will pay you.

HENRY DISSTON & SONS'

CELEBRATED FILES AND RASPS

Screen Doors and Windows
Wickwire's Wire Cloth
Harvest Tools
Paris Green
Lumbermen's Supplies
Miners' Supplies
Lawn Mowers
Poultry Netting

And if you are fitting out any parties for the Klondike, our stock of GUNS, RIFLES and AMMUNITION is the largest in Canada.

Wholesale Only

LEWIS BROS & CO.

GENERAL HARDWARE MERCHANTS.

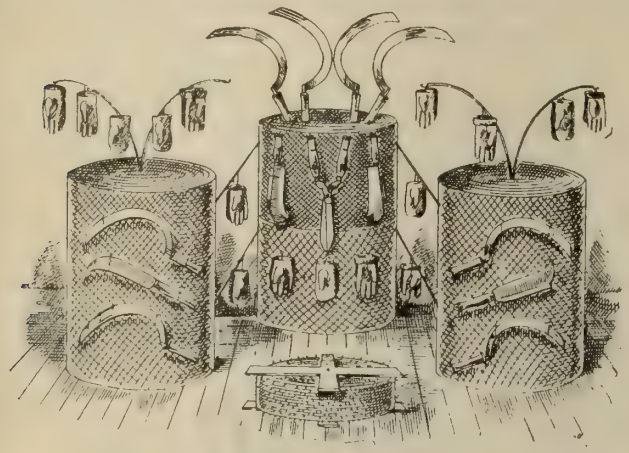
30 St. Sulpice Street ✳ MONTREAL

JUST OUT.—Our Gun Catalogue for '98, of 60 pages, beautifully illustrated. Send us a post-card and we will mail you one.

will be found peculiarly appropriate at this season of the year, when the building trade is beginning to show signs of special activity. At the centre of the back is a saw arranged in a vise, planers, braces and bits at either side of it. In the foreground is a nicely arranged display of wrenches, hammers, tape lines, axes, compasses, etc. At the side of the window are cross-cut saws. The whole display is one calculated to attract the attention of a carpenter.

DISPLAY OF FARM REQUISITES.

The display of farm implements, as shown in the accompanying cut, was designed by a British hardwareman. The display consists of four rows of netting of various widths, which are placed in an



DISPLAY OF FARM REQUISITES.

angle with rods driven through, upon which the gloves used by farmers are hung. The gloves on the rolls to the right and left of the display are fastened to bent rods of iron. The other details are too apparent to require explanation.

BICYCLE SUNDRIES DISPLAY.

A small display of bicycle sundries, in a well-known hardware store window, suggests the possibilities of making a neat and business-bringing display of goods of this kind. As the spring advances old wheels will be examined and found wanting in many respects, while broken handles, lost bells, etc., will be common. The possibilites in the way of bicycle displays are probably even greater than in any other department of the hardware business. The display referred to has, in the foreground, a circle of bicycle bells of different shapes, with a whistle in the centre. Radiating from this circle to the four corners of the window are rows of bicycle seats, as many as six different makes being noted. Behind the circle of bells is a star-shaped display of wrenches and pumps, while, in the centre of this is a large foot pump. On the outside of the rows of bicycle seats are toe clips, trouser clips, hubs, chains, etc., arranged in various forms and shapes. Suspended from the ceiling is a lady's wheel with a pair of tires hanging from the handles, and a tool bag, with its contents all visible, attached to the frame.

AN EXCELLENT CUTLERY DISPLAY.

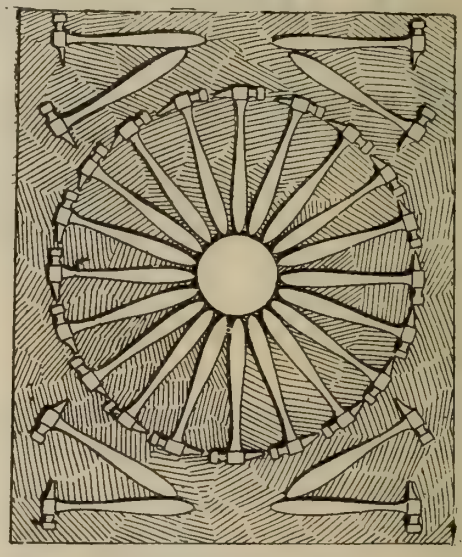
The Vokes Hardware Co., Yonge street, have in their window a cutlery display which is not often equalled in Toronto, either for the beauty of its design or for the comprehensive range of table and pocket cutlery exhibited. At the back of the window are two rows of boards each about 20 by 30 inches covered with dark green flannelette, and being of the same size the boards are interchangeable. To the boards on the top row are attached shoemakers' and painters' knives, jack-knives and clippers. The bottom row is devoted entirely to pen-knives and jack-knives. These knives are attached to the back by brass tacks and are well shown off. The side of the window contains many varieties of the following articles, arranged in rows, one above the other: butchers' knives, large tailors' shears, smaller shears, scissors, razors, whetstones and bread knives. The bottom of the window, like the back and side, is covered with dark green flannelette. But the effect of the display has been heightened by placing in the immediate front of the window a crescent shaped board the full width of the window, covered with purple velvet. This board is not more than twelve inches at its greatest width. Into this board jack-knives of many descriptions have been stuck by one blade, while the other blades are opened, with striking effect. Behind this is another board, covered with old-gold colored velvet, upon which are arranged two rows, one of table knives and forks, and the other of spoons. The remainder of the floor space of the window is devoted to the display of carving sets, some stacked after the manner arms are stacked, and others are lying around side by side. For many weeks past the Vokes company have been paying much attention to cutlery displays, with the result that in a very short time their business in this line of goods has materially increased.

KITCHEN AND LAUNDRY APPURTENANCES.

Another window which is worthy of note contains a display of kitchen and laundry appurtenances such as are likely to meet with good sale at this season of the year. At the back are a number of clothes horses, with new washboards resting against them. In front of these is a row of tubs upside down, surrounded by wringers. The centre of the foreground of the window is occupied by a bake board, with rolling pins, etc., while a number of wooden butter stamps, spoons, etc., are at each side of it. Around the whole of the window runs a row of scrubbing brushes.

A DISPLAY OF HAMMERS.

The arrangement of hammers as shown in the accompanying cut can not only be utilized for the window, but for almost any other place in the hardware store. The display herewith shown is simple and yet attractive, for the basis of it is merely a few boards



A DISPLAY OF HAMMERS.

nailed together and covered with a cloth of any suitable color. An attractive card with a catchy phrase will still further help to sell the hammers. We are now nearing the season when the hardwareman should push hammers.

A GOOD SAW WINDOW.

J. T. Russill & Co., King street west, Toronto, have in their window this week a remarkably attractive display of saws. A stand, the full width of the window, and slanting from the floor at

THOMAS TURNER & CO.

MANUFACTURERS OF

"Encore" Cutlery

Call attention to their

NEW "IVORYGRAIN" HANDLE

QUITE NOVEL AND SPECIAL

THE NEAREST APPROACH TO IVORY THAT HAS EVER BEEN PRODUCED

THOMAS TURNER & Co. beg to call the attention of their customers and friends to a new material they are introducing for Table Cutlery, which from its exact similarity to Ivory has been named **"IVORYGRAIN."** It is quite superior to any celluloid handle hitherto introduced.

It has the beautiful color, transparency, grain, and the smooth hard surface of the very finest African Ivory.

"IVORYGRAIN" has been **specially manufactured** for MESSRS. THOMAS TURNER & Co., who have prepared an exceptionally large stock to have it thoroughly well seasoned for months before it is required. This prevents the liability to shrinkage and makes it very suitable for **colonial climates.**

FOR PRICES PLEASE REFER TO OUR ILLUSTRATED LIST.

ORDERS SHOULD BE PLACED AT ONCE TO ENSURE EARLY DELIVERY, as a Large Demand is anticipated and Orders will be executed in the ROTATION IN WHICH THEY ARE RECEIVED.

The Handles are all fastened by T. T. & Co's. Special Process, as illustrated in the Full Size Block of No. **N2465,** which shows the jagged tang where the handle is cut open in the centre. THE HANDLES ARE GUARANTEED ABSOLUTELY FAST.

Encore Razor

Blades Full Hollow Ground. To Ring.

Shaving A Luxury. Guaranteed Perfect.

THOMAS TURNER & Co. have also much pleasure in stating that their **"Encore"** Razor is having a large and increasing sale, and trust that their customers and friends will assist them in pushing THIS SPECIALTY, the sale of which they are confident will bring credit to all concerned.

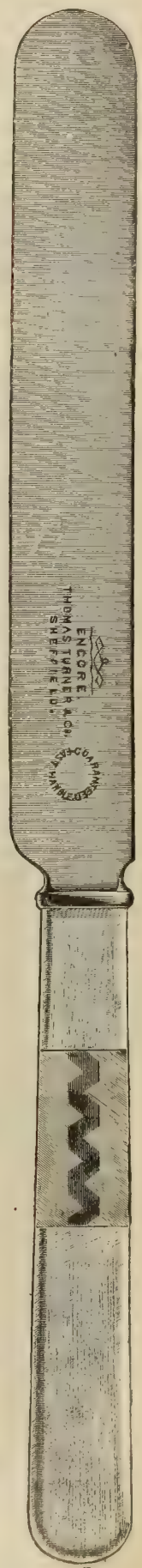
THOMAS TURNER & Co. make their own steel and guarantee all goods bearing their **"Encore"** trade mark.

The leading wholesale hardware importers in all the chief cities of the Dominion carry stocks of **"Encore"** Cutlery and if retailers have any difficulty in obtaining supplies, the address of the nearest agent will be sent on application to—

THOMAS TURNER & CO.

Manufacturers of all kinds of Table and Pocket CUTLERY, SCISSORS, RAZORS SAWS, FILES and STEEL.

Suffolk Works, SHEFFIELD, ENGLAND



No. N2465, full size.

the front to about four feet high at the back, has been placed in position and covered with red flannelette. In the centre of this stand are some six or eight carpenters' hand saws, with handles close together, and the blades radiating from the centre like spokes from the hubs of a wheel. At the top, sides, bottoms and corners of the stand are many shapes and sizes of saws, ranging from the large hand saw to the small and pretty band saw. A few catchy phrases direct attention to the special value or moderate price of some of the saws.

A PAINT WINDOW.

For the construction of a window such as is shown in this illustration, the following is suggested:

Paint keg or barrel blue and saw-horse white. Fasten to the barrel a string or strip of cheese cloth dipped in red paint. Paint the stream from bung to point where string is attached. Lay paint on floor and paint to represent pool of paint.

SIGNS: "Saving at the spigot. Wasting at the bung."

"That's what buying cheap paint means. Costs as much to put on poor paint as good paint."

AN AWNING QUESTION.

The awning question is one that demands attention every spring, for, either from carelessness or neglect, this necessary fixture often proves to be a greater nuisance and obstruction than anything the window dresser has to contend with. The ideal awning is one which can be easily raised or lowered, and is made of plain canvas or drilling, and so well constructed and put up that the cloth is always taut, with the framework solid and substantial.

In many instances the awning is not to blame for all the odium that is heaped on it; the blame should rather rest on the one whose duty it is to see that it is properly put up, in the first instance, and then correctly raised and lowered afterwards. We have seen awnings of gaudy colors, through which the sun strikes and casts a hideous shade on the goods shown in the windows. Others have advertisements painted on them, as if there were not room enough on the store front for the necessary signs, and still others which are more often raised when they should be lowered, and vice versa.

It is not expected that the window dresser should stand in the front of the store watching the awnings continually, but it is not a difficult task to gain the assistance of one of the stock boys in one of the departments nearest the entrance and coach him on the proper handling of the awnings. Perhaps the worst fault with most canvas awnings is that they are not hung properly when first put up. The edge of the awning, including the border, should never be allowed to hang less than seven feet from the sidewalk. We have seen scores of them that were barely six.

There are many more men who approach six feet in height than one would imagine, and it isn't the pleasantest sensation in the world for a well-dressed man or woman to have a dirty, soggy awning flapping about their headgear, which will be soiled if the wearer is to walk upright, or else a continual stooping is necessary in order to pass under the awning safely.

The old wooden awning, extending entirely over the sidewalk or extended by iron brackets, still remains in a good many places, helping to make good window displays impossible and casting a thick gloom over the entire store. We can't say much about them other than the quicker they are converted into kindling wood the better it will be for the store. It isn't a difficult matter to make a time card showing at what hours the sun shines strongest in the windows and have the young man who raises and lowers the awning guide himself accordingly. A little attention to these matters now will save a great deal of annoyance later on.—N. Y. Economist.

A DAIRY WINDOW.

Prospects for the butter industry, the coming spring, are admittedly much brighter than they have been for some years, and in all probability there will be given to the trade in dairy supplies an impetus which will be well worth making an effort to reap the benefits of. And what an attractive dairy window is possible! One which drew much attention in a country town from farmers, though it might not take a prize for beauty, would stand high in the list for originality and picturesqueness. The window was fixed up after the manner of a modern dairy, by clap-boarding and whitewashing the back and sides, while shelves were built all the way round, except at that part of the back which was used as a door. A couple of neat, unvarnished tables stood in the centre, with a barrel churn on one side and an old-fashioned "up-and-down-handled" churn on the other. As many appliances for dairy use as could be gathered out of stock were placed in as prominent a position as possible. During the week the display was inanimate, yet it attracted much attention, but it was well advertised in the weekly papers that on Saturday afternoon a butter-making contest would be held between advocates of the old and the new churn. Needless to say, the contest attracted a crowd; but better, it sold goods. As the majority of hardwaremen, more especially in the country towns, are extensive dealers in dairy utensils, the above may furnish them with a timely hint that will help to fill their coffers.

Elevators

Any Desired Capacity.

MILLER BROS. & TOMS

MONTREAL

ANY SERVICE. ANY MOTOR.

RETURNED Mar 25/98

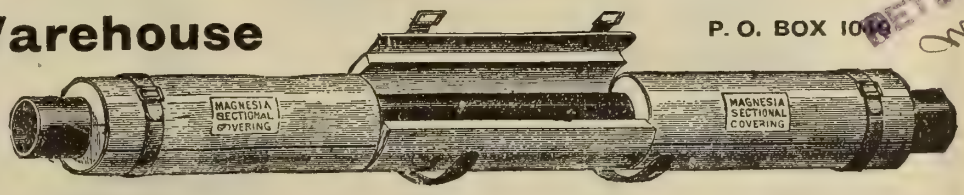
The Asbestos Warehouse

P. O. BOX 1010

Asbestos materials of every description. Get our prices before purchasing elsewhere.

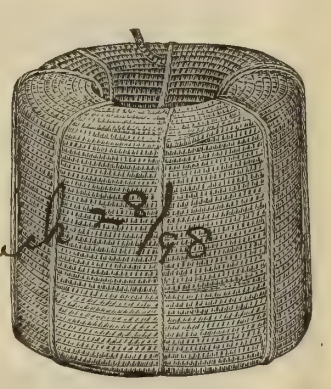
WM. SCLATER & CO., Limited

42 Foundling St., MONTREAL



Buy the Best

Star Brand Cotton Rope
Star Brand Awning Cords
Hercules Sash Cord



SOLD BY ALL WHOLESALE DEALERS.

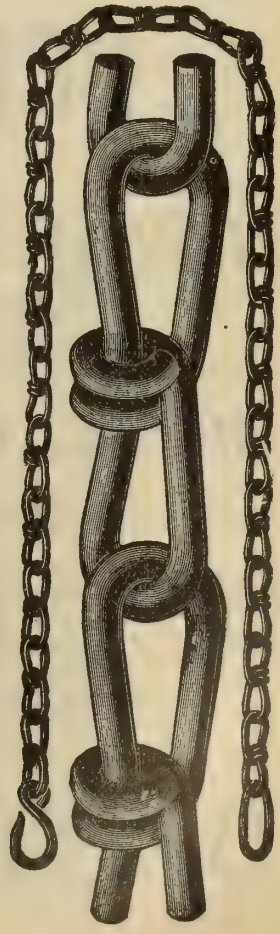
The B. Greening Wire Co.

Limited

MANUFACTURERS OF

Trace Chains
Halter and Dog Chains
Tie-Out or Tethering Chains
Coil Chain
Special Chains of all kinds
Made to order
All from Brown's Patent Chain

Painted Screen Cloth
Sand Screen Cloth
Re-Galvanized Cloth
Clothes Line Wire
2-Ply Plain Twist Fencing
Galvanized Fence Staples
Riddles and Sieves
Galvanized Poultry Netting



Our goods are the best on the market. Write for new discount sheet. Wholesale selling agents for the Ontario Wire Fencing Company's celebrated **Poultry Nettings and Fencing.**

THE B. GREENING WIRE CO., Limited

HAMILTON AND MONTREAL

PEARCY'S PURE PREPARED PAINTS

Linseed Oil
and
Varnishes

Alabastine

Dry Colors
White Lead
Etc., Etc.

Send for our Catalogue.

Painters' Materials
and
Fine Brushes

Jellstone

Sheet Glass
Ornamental Glass
Etc., Etc.

SANDERSON PEARCY & CO., TORONTO

BERTRAM, WILSON & CO.

HARDWARE: Lumbering, Mining and Railroad Supplies; Axes, Saws and Files; Bar Iron, Steel, all grades; Wire Rope, Chain, Picks, Mattocks and Crowbars. Special Prices on application.

BICYCLES: AGENTS FOR

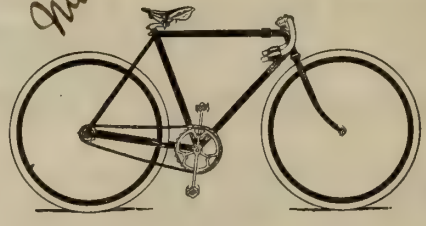
CORMULLY & JEFFERY MFG. CO., CHICAGO.

Ref. June 24/98

Rambler Bicycles

Pelham, $40.00 } '98 Models Fully Guaranteed
Ideal, - $50.00 }

Bicycles



Highest Grade Made

$70.00

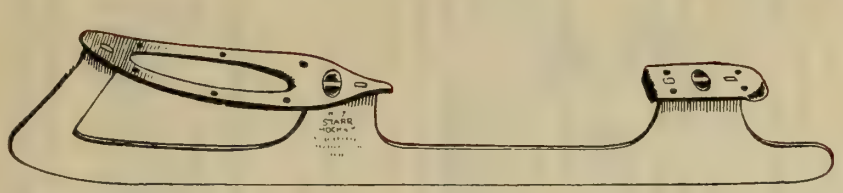
Hardwaremen wanting a good agency should write for discounts.

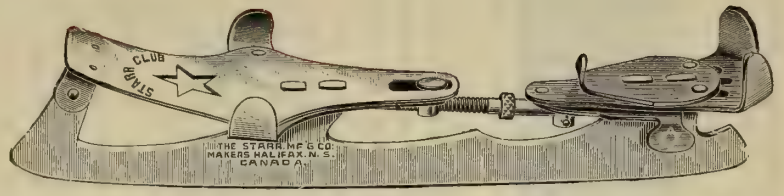
BERTRAM, WILSON & CO.

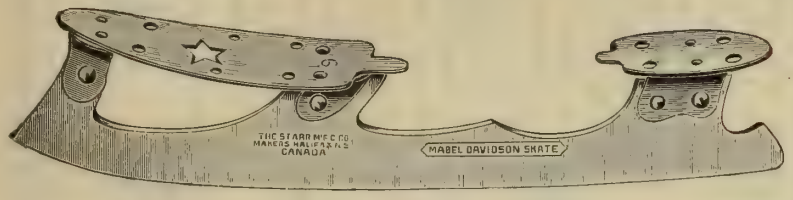
53 YONGE STREET, TORONTO.

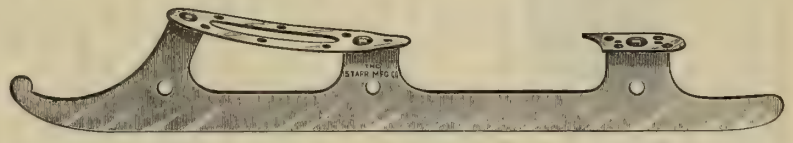
The STARR Manufacturing Co., Limited

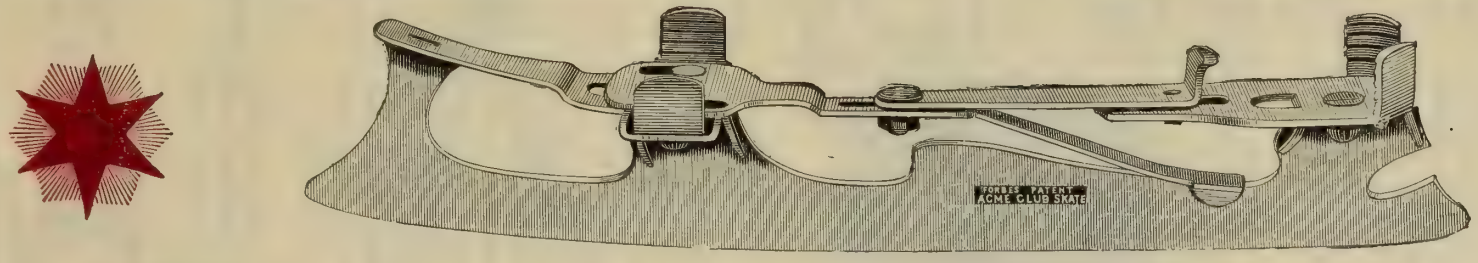
HALIFAX, NOVA SCOTIA

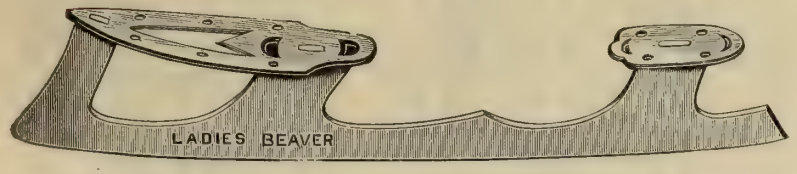


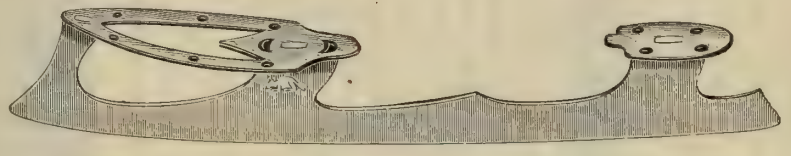












RETURNED
all Cuts
Mar 25/98
T. M. A.

We have **revised** our prices for season 1898

T. L. PATON, Resident Agent - - 30 St. Francois Xavier Street, Montreal.

MACHINERY AND MECHANICAL DEPARTMENT.

A STEAM MOTOR ROAD TRAIN.

THE road train, shown in the accompanying illustration, was built by the Liquid Fuel Engineering Co., Isle of Wight, and designed by Mr. H. A. House, works manager of the company, to run between Cirencester and Fairford, Gloucestershire, Eng., a distance of eight miles, in connection with the Midland and South-western and Great Western Railways.

The train, according to a description furnished by an English paper, consists of a powerful motor van capable of carrying 2½ to 3 tons of goods and baggage, coupled to a passenger car or omnibus capable of seating twenty passengers inside. The total length of the train is 35 feet, and it can easily be turned within a radius of 20 feet. The coupling arrangement is made elastic, and there is no unpleasant jerking motion when started suddenly. The van is 14 feet 3 inches long by 6 feet 3 inches wide and 9 feet 6 inches high, with 250 cubic feet capacity for luggage. It is fitted with double folding doors at the back, and sliding ones at either side, for greater convenience in handling goods.

This form of transit could be made useful for side lines where the traffic is not great enough to make it pay to lay rails, but, of course, a fairly good road is almost a necessity, although it could

STEAM ROAD TRAIN.

travel on the average country road with perhaps a little unpleasant shaking.

The engine is a double tandem compound reversible, designed especially for motor car purposes, and is capable of developing 20 horse-power working compound, and 35 horse power by letting high pressure steam into the low pressure cylinders. The engine is secured by being fastened underneath the body of the van, and power is transmitted to a counter-shaft by means of a steel cut bevel gear through a telescopic shaft, which allows for the action of the springs caused by the unevenness of the roads. The counter-shaft is fitted with a compensating gear, and is securely fastened to a pair of steel reaches. Steel pinions are fitted to either end of this counter-shaft which runs in large internal gears fastened to the spokes of the hind wheels, each of these gears being protected by dust-proof guards. The speed ratio of the engine is 12 to 1 at a speed of eight miles per hour. All the shaft gears run in dust-proof oil cases.

There are two pumps for feeding the boiler with water while under pressure, operated by gears from the counter-shaft of the engine. Two water-tanks, capable of holding 85 gallons, are fitted in the van, one above the platform and one below, in front of the driver's seat. This is a sufficient quantity of water for a run of 15 miles, over rough country roads. Both tanks are filled by means of a steam injector in about six minutes. There are also two fuel tanks, capable of holding 20 gallons each, fitted underneath the body of the van at the extreme rear end. These may be worked independently or together, and supply can be changed from one to the other without letting the fire out. Indicating dials from each tank show the exact quantity of oil at all times. The oil consumption when the train is loaded is from a half to one gallon per mile, according to the condition of the roads, and it can be bought at a price varying from 7 to 8c. per gallon.

The steering is controlled by means of a steel lever, or tiller, placed in a convenient position for the driver, connected to the pivoted axle by suitable steel rods. The vehicle is at all times perfectly under the control of the driver. A powerful steam brake is fitted to the van.

The van, unladen, without fuel and water, weighs 1 ton 19 cwt., and passenger car weighs 25 cwt., and is fitted with powerful tram-car type of brakes, which are operated by conductor on back platform. The total weight of train loaded is about 8 tons. It will climb grades of 10 degrees with ease at six miles an hour. It is also capable of climbing grades of 20 degrees with full load.

A GOOD ORDER LIST.

Unmistakable evidence of the improvement in business is seen in nearly every branch of trade. The well-known firm of Goldie & McCulloch Co., Limited, manufacturers of steam engines, boilers and general machinery, of Galt, Ont., send us the following list of contracts closed during February. One of the members of the firm said that their sales for January, this year, were five times in excess of those of January, 1897. He also says they are employing more men and are looking for others. They have twenty-two boilers in the boiler shop being constructed, and are working overtime in the engine, boiler, and safe shops.

They are building one 300-barrel flour mill, with all flour machinery and power to drive same, for London, Ont.; two large boilers for Ogilvie Milling Co., Winnipeg; two large boilers for Muskoka Leather Co., Bracebridge; one "Wheelock" engine, one "Ideal" engine, two boilers, condensers, feed pumps, etc., for J. S. Metcalfe & Co., Chicago, to be installed at Coteau Landing; one "Wheelock" engine and boiler and connections for Cronlehite Bros., Wissawasa; a complete plant of 450 horse-power to be installed, including, engines, etc., for Montreal Belt Line Ry.; one boiler for Orangeville Electric Light Co., Orangeville; one engine for Canadian Copper Co., Sudbury; one tubular heater for Maritime Sulphite Film Co., Chatham, N.B.; remodelling flour mill, oatmeal mill, complete, including engine, boiler, etc., for J. R. McComb, Lucan; two boilers for Michigan Central Railway Co.; one "Ideal" engine for the Jas. Pender Co., St. John, N.B.; one "Ideal" engine, shafting, etc., for Montreal Transportation Co., Kingston; one "Wheelock" engine for C. P. Gelinas & Frere, Three Rivers, Que.; one "Wheelock" engine, two steel boilers, condenser, line of shafting, etc., for Jas. Richardson & Son, Kingston; two "Ideal" engines, two boilers, one heater, etc., for the asylum at Fairville, Boston, U.S.; one "Ideal" engine for N. Menger & Son, Ayton; barley cleaner, shafting, etc., for Port Hope Brewing and Malting Co., Port Hope; mill machinery for James Fair, Clinton; one engine and boiler for Electric Power Mfg. Co., Hamilton; one boiler for D. Marshall & Co., Aylmer; one large bankers' safe for Bank of Hamilton; two large bankers' safes for Molson's Bank; one large bankers' safe for Dominion Bank; one large bankers' safe for Bank D'Hochelaga; two large bankers' safes for Merchants Bank.

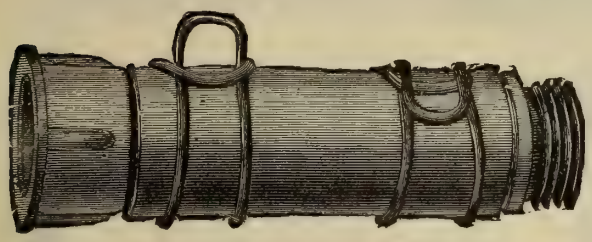
A THANKFUL BICYCLIST.

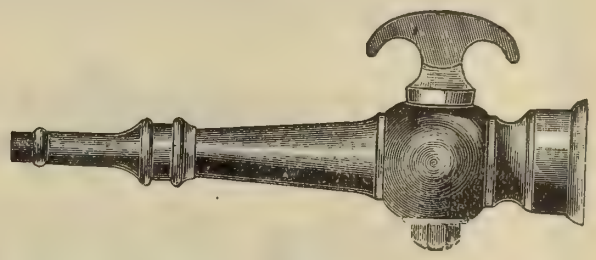
"Am I to understand that this is what you call a safety bicycle?"

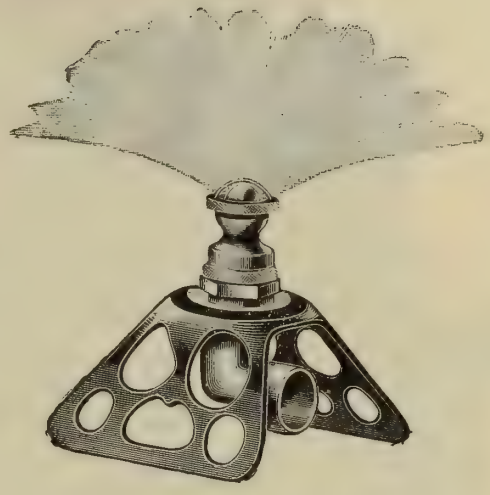
"It is, sir."

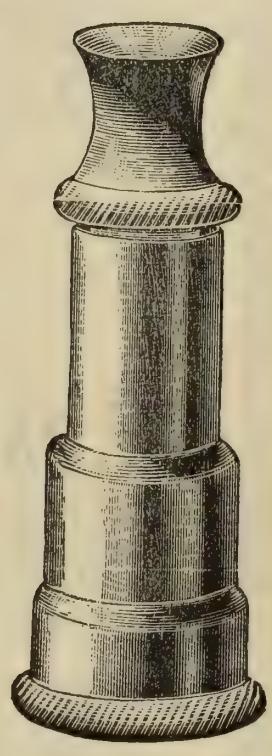
"Well, I thank Heaven that I never tried to ride the other kind!"

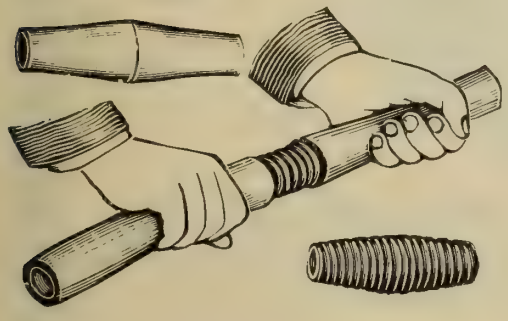
And as he walked away it was noticed that he limped painfully, and was satisfied to push the wheel ahead of him.











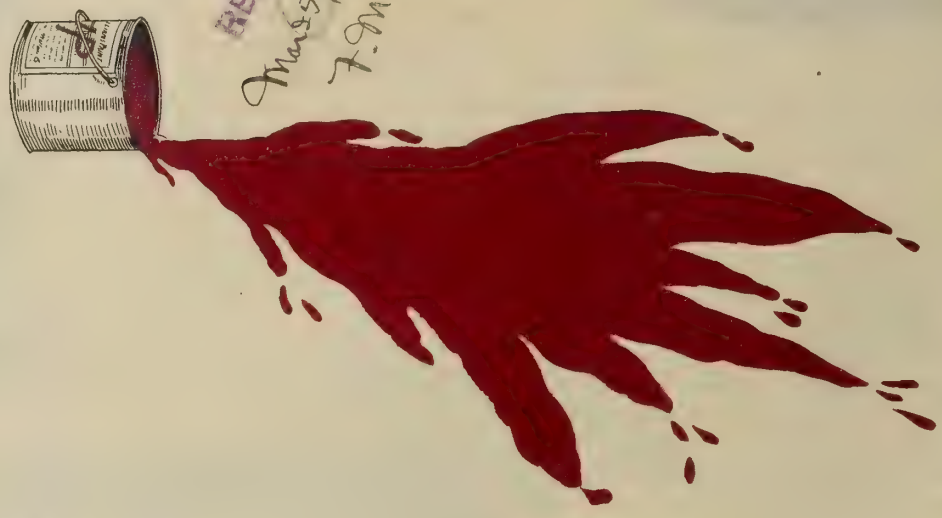
FOR PRICES WRITE

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONT.

THE SHERWIN-WILLIAMS PAINT

RETURNED
Mar 5/98
7.9m.a



IT PAYS. It pays the consumer. It pays the dealer.

It pays **the consumer** because it is the most economical paint he can use. One dollar's worth of S.-W. P. will go further than one dollar's worth of any other kind of paint, ready mixed or mixed by hand.

It pays **the dealer** because it pays the consumer---that's the secret of business success---satisfaction and good value to your customers.

It pays **us** because it pays the consumer and the dealer.

IT PAYS. In those two small Anglo-Saxon words lies the explanation of the wonderful success of The Sherwin-Williams Paint.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

CLEVELAND **NEW YORK**
CHICAGO **MONTREAL**
BOSTON

Walter H. Cottingham
Managing Director
Canadian Department

DO YOU KNOW

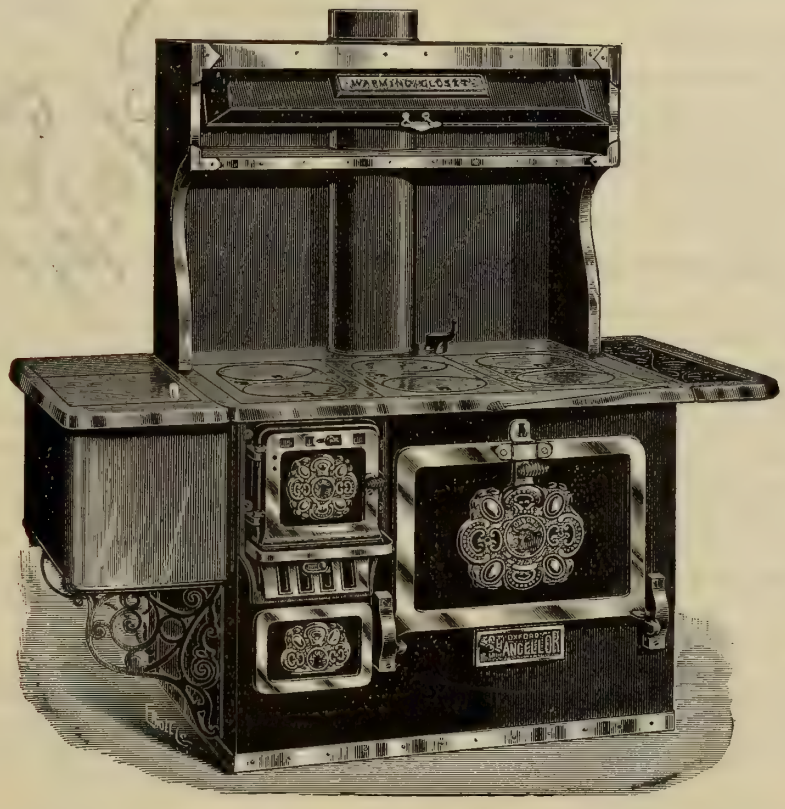
Just how easy it is to sell . . . .

OUR . . .

OXFORD CHANCELLOR?

They sell themselves on sight —they are handsome and complete in every detail. Every country home should have one of these reliable wood ranges—are you prepared to supply your customers?

In 2 Sizes With Large Fire Door and Extra Large Perfect Working Oven
20x22x14
or
16x21½x14



Burns the Coarsest Wood and Lasts a Lifetime

THE CHANCELLOR is a heavy steel plate range that is cheaper and better than any iron range. It is known and valued all over the country —everyone that is sold helps sell others. The universal verdict is in favor of the Chancellor.

We guarantee each one and our guarantee carries weight—we mean what we say and people know it.

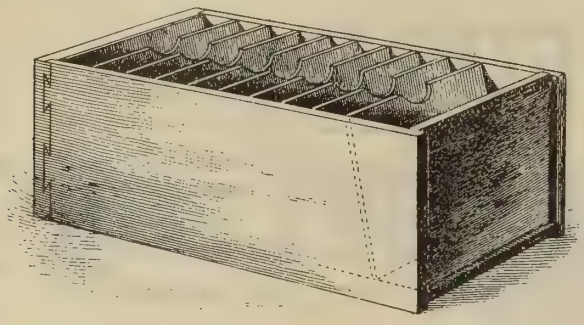
If you aren't handling this ideal range write at once for price list and get it in stock.

The GURNEY FOUNDRY CO., Limited, TORONTO

THE GURNEY-MASSEY CO., Limited - MONTREAL

A SANDPAPER DRAWER.

SANDPAPER, like everything else in the retail hardware store, should be as well and as conveniently kept as possible. The accompanying illustration shows a sandpaper drawer in use in a Minnesota hardware store. Along the bottom of the shelving in the store in question is a row of deep drawers, such as are commonly found in old-fashioned shelving. In one of these drawers partitions



SANDPAPER DRAWER.

have been inserted, as shown in the cut herewith given. The curved recesses in the top of partitions allow the paper to be readily taken hold of, while the partitions are numbered to correspond with paper contained in the openings. This plan of keeping the retail stock of sandpaper has been found most convenient.

EVERY DEALER SHOULD HAVE THIS CATALOGUE.

"White Mountain" Freezers are so well known that to give any extended sketch of their merits seems unnecessary. Yet we must acknowledge, after having received and examined the handsome and very complete catalogue which the manufacturers of this freezer are sending out, that one does not wonder at the demand for these goods nor that leading dealers in the Dominion are handling them. The first four pages picture and tell of a large factory used exclusively for the manufacture of ice cream freezers. The body of the book represents and describes, by the aid of half-tone cuts, every style and brand of freezer that they make. In connection with the catalogue is a convenient cost and selling price arrangement under the description of each machine.

Tubs, cans, and all repairs are fully illustrated and complete tables of prices given, concluding with a neat and comprehensive telegraph code, from which any and all styles of freezers in any sizes or quantities may be ordered. HARDWARE AND METAL understands this book will be sent to any applicant for the asking. And as it should be on the desk of every dealer in this class of goods, it is presumed a good many will ask for it.

With such agents in the Dominion as McClary Manufacturing Co., Limited, with all their branches, and S. H. Howland, Sons, & Co., a deserving and ever-increasing demand for the "White Mountain" is predicted. For further information, see the company's advertisement on page 39, this number.

PROSPECTS FOR BRITISH-CANADIAN TRADE.

HARDWARE AND METAL last week announced the arrival home from Great Britain of Mr. Sigmund Samuel, of M. & L. Samuel, Benjamin & Co. A few days ago I had a short talk with him in regard to trade matters in Great Britain.

"As far as the hardware trade in England is concerned," said Mr. Samuel, in reply to a question, "the activity of the past couple of years still prevails. If anything, owing to the settlement of the engineers' strike, trade promises to be even better in the future than it has been in the past."

"What about British trade with Canada?" I asked.

"As far as trade with Canada is concerned, there is no doubt the reduced duties will have a beneficial effect as far as British imports into Canada are concerned. But it is, of course, difficult to say what the result will be until after the 25 per cent. reduction in the duty comes into force, and is applied to British goods alone. But this must not be forgotten: Canadians will continue to manufacture more and more for their own requirements in general hardware lines. Cutlery, heavy iron work and metals will, however, certainly come from England in increased quantities under the preferential tariff.

"Do you know," continued Mr. Samuel, "the attention that is being given in Great Britain to Canadian affairs ever since the visit of our Premier in June last is simply astonishing. This, with the development of our mining regions, will undoubtedly help stimulate trade between the two countries. Where there is a will there is a way, says the old adage, and there certainly is a willingness on the part of both countries to do more business with each other."

Then the conversation turned upon business methods, during which Mr. Samuel remarked: "What struck me most forcibly was that the retail dealers over there take life easier and yet apparently make larger profits than do the retailers in Canada."

Solid Judgment is a Fruit

It grows from experience. **Tire making is an art** that is mastered by few, tho' attempted by many. It calls for skill, long experience, and an intimate familiarity with rubber. In the

Goodrich Res Flex Single Tube Tire

all these points are in its make-up.

First impressions are strong—the first glance at a "**Goodrich**" **Tire** decides an opinion of its **value.**

Order them on your samples—they fill a niche in the selling that nothing else can do.

AMERICAN TIRE COMPANY, LIMITED, 164-166 King Street West **TORONTO**

R. C. JAMIESON & CO.

Manufacturers of

Varnishes and Japans . .

Importers of

OILS
PAINTS
COLORS
GLUES
Etc.

Office—13 ST. JOHN STREET.
Factory and Warehouse—23 to 29 ST. THOMAS ST. **MONTREAL**

A. MACPHERSON & SON

Wholesale Hardware.

378 St. Paul Street — *Montreal*

Railway and Contractors' Supplies

NAILS, all kinds.

BAR IRON, STEEL, CORDAGE, AXES, SPADES AND SHOVELS, PICKS, CROWBARS, ETC.

"Hoyt's" Babbit Metal. Cant Hooks, Dogs and Handles. "Nicholson's" Celebrated Files. Cutlery and General Shelf Hardware. Harvest Tools of all kinds.

CAMPBELL BROS. . . .

Manufacturers of all kinds of

Axes, Edge Tools Carriage Springs and Axles

Send for sample lot of our **EXTRA HAND-MADE AXES,** the kind that stand in frosty weather. Write for prices.

We make all patterns.

Works: 18 and 20 Smyth St., ST. JOHN, N.B.

McARTHUR, CORNEILLE & CO.

Window Glass
Paints, Oils, Colors
Varnishes, Glues, Etc.

310 to 316 St. Paul St., - - MONTREAL

J. H. HANSON . . .

422 St. Paul Street, MONTREAL

REPRESENTING . . .

Wm. Buck, Stoves and Furnaces

The B. Greening Wire Co., Wire Goods of every description.

E. T. Wright, Bird Cages and Lanterns

CORRESPONDENCE SOLICITED.

. . . ALSO MANUFACTURER OF . . .

HIGH-CLASS REFRIGERATORS AND CLOSET SEATS.

28 Years— Established 1870 —28 Years

SEYBOLD, SON & CO.

478 St. Paul Street

Headquarters for . . . *MONTREAL*

Bradley Tin Plate
Bilston Tin Sheets
Builders and Cabinetmakers' Hardware

Tinners' Tools and Machinery, Carpenters' Tools of all kinds, Agricultural Implements, Barb and Fencing Wire of all kinds and Gauges, Agate and White Steel Ware. Special attention given to Cutlery Department. Write for prices. Mail orders Solicited.

WILLIAM HILL

Importer of

Paints, Oils, Varnishes
Brushes, Window Glass
Glue, Bronzes

Full Line of Alabastine on Hand

327 St. James Street = MONTREAL

LAMPLOUGH & McNAUGHTON

Montreal

Gold Scales

—: FOR :—

KLONDIKE

THOMAS C. COLLINS . . .

Manufacturers' Agent.

10 St. John Street — **MONTREAL**

REPRESENTING:

AMERICAN AXE AND TOOL CO.—Axes and Scythes.
STANDARD MFG. CO.—Porcelain Enamelled Baths.
CHAS. IBBOTSON & CO.—Cutlery.
VICTORIA WHEEL WORKS—Wheels and Carriage Stock.
SKINNER & CO.—Hames and Saddlery Hardware.
GENEVA TOOL CO.—Hay and Manure Forks, etc.
S. T. WILLETT—Shovels and Spades.
MARIETTA HOLLOW-WARE CO.—Tinned and Enamelled Ware.
A. MONTY—Carpenters' Planes.

COLDBROOK IRON AND STEEL CO.

Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

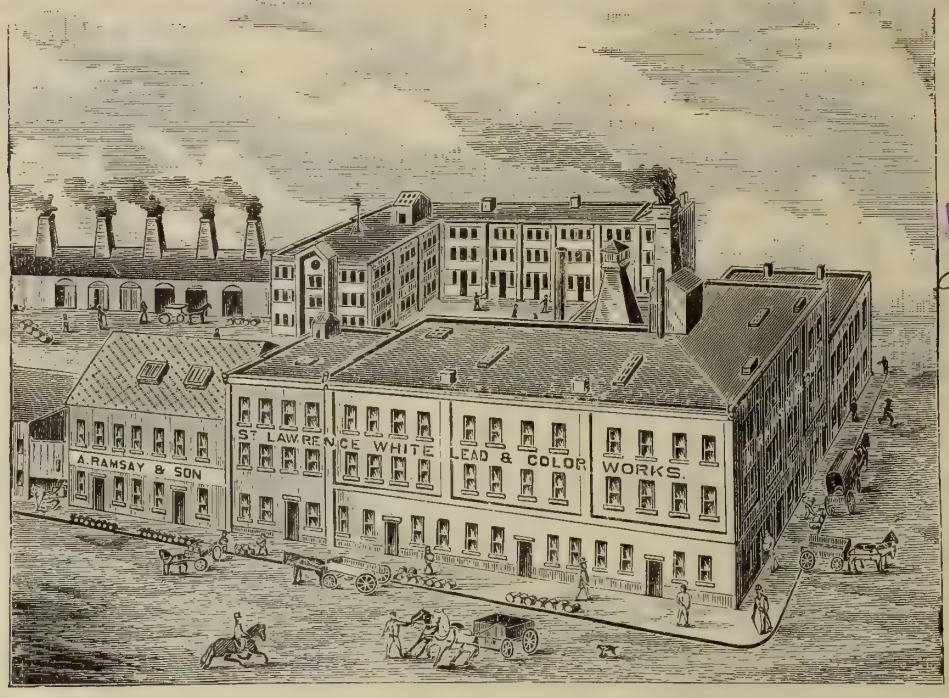
Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited, - St. John, N.B.

RAMSAY'S PAINTS



RETURNED
Mar 25 98
F. M. A.

UNICORN MIXED PAINTS are made to last, they are not made out of cheap stuff. Cheap stuff won't last. Unicorn Paints WILL last. It has been proved time and time again that there are no better Mixed Paints made, and the orders which we have on hand already for the Spring of 1898 will carry Unicorn Mixed Paints all over the Dominion as usual.

EXTERIOR WHITE LEAD—Send for our pamphlet on our new Exterior lead—and learn about it. It will save you some money and give you a fine lead. It will delight your painter and bring you large returns. TRY EXTERIOR WHITE LEAD.

WE MANUFACTURE

Unicorn Pure Oil Colors	Bulldog Pure Oil Colors
Unicorn Coach Colors	Bulldog Coach Colors
Unicorn Oil Stains	Unicorn Varnishes
Unicorn Varnish Stains	Unicorn White Leads
Unicorn Mixed Paints	Exterior White Leads

Window Glass. Brushes. Glues. Fancy Glass. Painters' Supplies.

A. RAMSAY & SON, MONTREAL

ESTABLISHED 1842.

HARDWARE AND METAL

The MacLean Publishing Co., Limited

President,
JOHN BAYNE MACLEAN,
Montreal.

Treasurer,
HUGH C. MACLEAN,
Toronto.

PUBLISHERS OF TRADE NEWSPAPERS THAT CIRCULATE IN THE PROVINCES OF BRITISH COLUMBIA, NORTH-WEST TERRITORIES, MANITOBA, ONTARIO, QUEBEC, NOVA SCOTIA, NEW BRUNSWICK, P. E. ISLAND AND NEWFOUNDLAND.

OFFICES :

MONTREAL, (Telephone 1255) Board of Trade Building.
TORONTO, (Telephone 2148) - 26 Front St. West.
LONDON, (J. Meredith McKim) 109 Fleet Street, E.C.
MANCHESTER, (H. S. Ashburner) - 18 St. Ann Street.
NEW YORK, (M. J. Henry) - - 14 Irving Place.

Subscription, $2.00. - - - - - - Published every week.

VOL. X. MONTREAL-TORONTO, MARCH 19, 1898. NO. 12.

DEVELOPMENT OF THE BICYCLE TRADE IN CANADA.

THE development of the bicycle industry in Canada is interesting. Ten years ago even the imports were so small that they were not classified in the trade returns, while in the returns of 1896 there is not one figure to indicate that even one bicycle was exported. That there were we know, but how many wheels, or the value thereof, we do not know, Whatever bicycles went out were included in the classification " other vehicles," and the exportations in this classification were 610 in number, and $41,791 in value.

The Trade and Navigation Returns for the fiscal year ending June 30, 1897, are the first to contain a classification for bicycle exports, and these show that we exported bicycles made in Canada to the number of 6,131, valued at $299,664. Most of these must have been high grade wheels, the average value of the 6,131 being nearly $49.

The countries to which these bicycles went, together with the number and value, were as follows :

	Number.	Value.
Great Britain	481	$ 23,188
Australia	4,380	207,798
British Africa	166	7,323
British West Indies	68	4,289
British Guiana	6	240
Newfoundland	66	3,683
Argentine Republic	5	300
Bulgaria	2	137
China	2	120
France	79	5,800
Germany	289	14,287
Holland	36	2,202
Italy	2	230
Japan	3	150
Mexico	5	250
Portugal	2	101
Russia	25	1,250
St. Pierre	1	25
Spain	2	100
Sweden and Norway	324	17,106
Turkey in Asia	26	1,322
Turkey in Europe	2	100
United States	159	9,573
	6,131	$299,664

Of these total exports 5,932 in number and $288,068 in value were the product of factories in Ontario.

But while Canada's exports of bicycles have increased so materially so have also her imports, as the following table shows :

1890	1,119	$ 45,523
1891	1,565	62,955
1892	....	193,566
1893	....	216,440
1894	7,775	345,483
1895	9,309	404,953
1896	17,513	744,687
1897	24,558	795,705

Until 1895 the imports of parts of bicycles were included in the bicycle classification.

Just as marked as the increase in the imports of bicycles, is the increase, at the expense of Great Britain, of the imports from the United States. The following table giving the imports from Great Britain and the United States respectively proves that :

	Great Britain.	United States.
1890	$ 28,406	$ 9,382
1891	46,633	16,309
1892	159,020	27,691
1893	171,979	42,577
1894	209,102	123,975
1895	71,530	332,076
1896	59,197	672,836
1897	26,134	732,812

The figures given above show that Canada promises to become a bicycle manufacturing country as well as a bicycle riding country.

STAND FIRM FOR FAIR PROFITS.

ONE of the striking features of business methods in Canada is what may be termed the premeditated effort to sell goods as near the margin of cost as is possible.

This peculiarity is not born of any love for humanity ; it is the offspring of a jealous desire to grab all the nuts in the jar. In other words, to do all the business, and leave not even the crumbs for competitors. It is the very opposite to the spirit of live and let live. Manufacturers, wholesalers, retailers, are all in the same boat.

No business man is entitled to an exhorbitant profit on the goods he sells, but every business man, in justice to himself, in justice to his creditors, is entitled to a fair profit.

There are no figures extant showing how many business men fail because they sell their wares at prices which do not return them a fair profit, but the number is undoubtedly large.

Goods should never be sold below cost except when they have become shop worn, out of date, or damaged. Then business common sense declares they should be marked down to a figure that will ensure their sale.

It is better to make 15 per cent. profit on $1,000 worth of goods than 5 per cent. profit on $2,000 worth of goods. And yet there are a good many merchants who appear to lose sight of this fact in their eagerness to get business.

In Great Britain competition is keen enough, but business men there set their confreres in this country an example which the latter should strive to profit by. Over there a merchant fixes the selling price of an article at a figure which ensures him what he believes to be a fair profit. He, no doubt, occasionally cuts it in order to effect a sale, but he by no means does it with the same regularity as does his brother merchant in Canada.

Business is business. Selling an article at a lower figure than it should be sold at is not business. It is foolishness.

It takes backbone to stand firm for a price which is just and reasonable, but it pays.

WATCH THE SMALL FAILURES.

DURING 1897, the business community in Canada and those traders in Britain and in foreign countries that traded with Canada lost $8,000,000 through failures. This large sum was, it is understood, lost mostly by manufacturers and wholesalers, who supply goods to small jobbers and retailers, but there is no means of showing the large losses sustained by other traders not actually interested in a failure, through the dishonest and reckless trading of those who do not pay 100 cents on the dollar.

An unscrupulous trader, who fails for $2,000 or so, may cause all the traders in his line, in the locality that he selects for his operations, losses of three or four times that amount.

These cases are constantly occurring, and they pass with little notice from the trade, the delinquent generally getting a settlement and beginning afresh to spoil the same or some other neighborhood. Unfortunately, those who suffer most from his competition have no say in the matter, and, as the manufacturer and wholesaler generally proceed on the plan that it is no use throwing good money after bad, the investigation in the case of these small failures is usually of a perfunctory character.

It is not meant here to urge that the genuinely honest, but unfortunate, small trader should be treated with harshness, but it is certainly for the benefit of business, when it is proven that a man has traded recklessly, that he should not only be punished, but prevented from again becoming a cause of loss and annoyance to his fellow traders.

A dealer may drift into careless methods, but it is easy to find out whether this is the case or whether the party on trial has deliberately sold articles below cost.

Altogether, too great care cannot be exercised in scrutinizing these small failures. If greater care was exercised fewer losses from this source would be experienced. Wholesalers and manufacturers would do well to bear this in mind, for they are bound by all principles of business honor, to protect and uphold the honest trader, who pays dollar for dollar, from the competition of the dishonest man who very likely never meant to pay 25c. on the dollar.

Possibly the keen competition of the present time has lessened the recognition of this obligation, but if so the fact will inevitably react in the shape of losses to the party who is careless in this respect.

THE PROPOSED U.S.-BRITISH ALLIANCE AND TRADE.

ALTOGETHER aside from its political aspect, the discussion of the possibility of an alliance between Great Britain and the United States in regard to the Chinese question is interesting from a business point of view. In fact, in the contemplation of such an alliance, Chinese trade is undoubtedly the impelling force.

Great Britain has laid down the principle that no annexation of any port of China shall be permitted, if she can help it, which will result in the portion so annexed being practically closed to the commercial nations of the world. This, of course, is most pleasing to the United States, which is extremely desirous of extending its trade with the "Celestial Empire." Last year it exported $11,916,888 worth to that country, and, while that is small compared with what some other nations do, yet it is possible of expansion. To say nothing of the ties of consanguinity, it is quite certain, therefore, that the United States should be not only a sympathizer with Great Britain, but even a more practical supporter, if need be.

The latest figures showing the foreign trade of China to which we have been able to obtain access are for 1895, but, as they will enable our readers to arrive at an approximate idea of the value of Chinese trade to the different countries sharing in it, we give them :

CHINA'S IMPORTS AND EXPORTS.

	Imports, in Haikwan Taels.	Exports, in Haikwan Taels.
United Kingdom	33,960,000	10,571,000
Australia and New Zealand	409,000	1,212,000
Africa, South and Mauritius	.....	273,000
British North America	1,561.000	233,000
Hong Kong	88,191,000	54,775,000
India	16,944,000	2,764,000
Straits Settlements	2,536,000	1,887,000
Total British Empire	143,601,000	71,715,000
Cochin China, Tonquin and Annam	1,406,000	500,000
Continent of Europe, except Russia, in exports	9,334,000	21,172,000
Japan, including Formosa	17,195,000	14,822,000
Java and Sumatra	.....	532,000
Macao	3,076,000	1,739,000
Phillippine Islands	17,000	161,000
Russia in Asia	.....	8,370,000
Russia in Europe	.....	4,472,000
Siam	43,000	569,000
Turkey in Asia, Persia, Egypt, Algeria, Aden, etc	.....	459,000
United States	5,093,000	15,383,000
Other countries	62,000	638,000
Total, foreign countries	36,346,000	71,578,000
Grand totals	179,947,000	143,293,000

The equivalent of the Haikwan tael, in Canadian money, is ordinarily supposed to be $1.20775, although, with silver at the price it now is, its actual value is about 70 cents.

It will be observed that of China's total imports about 80 per cent. come from the British Empire. It is no wonder the Mother Country is so jealous of her trade with the Celestial Empire.

It may also be of interest to note the extent of the trade between the United States and the various parts of the British Empire. The following table shows the imports into and the exports from the the United States, of British and Colonial goods, during 1897 :

UNITED STATES IMPORTS AND EXPORTS, 1897.

	Imports.	Exports.
Great Britain	$167,951,227	$483,265,086
Dominion of Canada and Newfoundland	40,708,148	66,034,037
Gibraltar	26,462	332,245
Bermuda	621,831	854,832
British Honduras	226,683	569,589
British West Indies	12,285,885	7,943,477
British Guiana	4,706,781	2,063,946
British East Indies	20,567,122	3,814,911
Hong Kong	924,531	6,053,632
British Australasia	5,900,144	17,460,283
British Africa	1,468,944	13,096,643
All other British possessions	1,503,802	1,011,173
Total British Empire	$256,891,610	$602,529,854
Total all countries, other than above	$507,825,999	$448,457,399
Grand totals	$764,717,609	$1,050,987,253

It will be seen from the above table that about 33½ per cent. of the imports last year into the United States were from the British Empire, and that 57 per cent. of its total exports were to the British Empire.

An alliance between Great Britain and the United States would be a grand thing for civilization ; it would also be a grand thing for trade.

WIRE NAILS UNSETTLED.

IN SPITE of the general tendency to a firmer market on wire and manufactures of, the price of wire nails in Canada is not what might be termed satisfactory. And it is all due to the fact that the understanding among the manufacturers and jobbers which was arrived at some time ago no longer obtains, every manufacturer and every jobber selling at whatsoever price he deems fit, although the base price is still supposed to be $2 per keg in Toronto and Hamilton and $1.90 in Montreal. These prices can, however, be shaded for quantities.

There is a good demand for wire nails, and it is strange, in view of this and the firmness in the United States, that the market in Canada should be in the condition it is.

If prices were at a figure which would permit wire nails being brought in from the United States there might be some excuse. But no excuse can be found in this quarter. Wire nails f.o.b. Pittsburg are quoted at $1.45 in carload lots. Freight, duty and cartage added to this would make the price laid down here about $2.22, or $2.29 in less than carload lots. Under these conditions, if prices in Canada were from 30 to 40c. per keg higher than they now are, it is scarcely probable United States nails would be brought in.

Although prices from both the manufacturers' and jobbers' standpoint are unsatisfactory, it is possible it may not continue so for long. The condition of the outside markets would warrant an advance, and it is quite possible that when the demand shows a further increase, as it is likely soon to do, that an effort will be made by the makers, either individually or collectively, to mark quotations up. In view of this possibility, at least some of the manufacturers will neither quote prices for large quantities or for forward delivery.

At present prices it would be well for retailers to keep their stocks well assorted.

EXPLANATION RE HORSE NAILS.

An article which appeared in our last issue, regarding the situation in the horse nail market, in which reference was made to the regular standard brands of nails as being in an unsettled state, admits of some further explanation on our part to modify the alarm which it created in some minds. This is not the case, as discounts are unchanged, and remain at 50 per cent. for all regular brands, as "C," "M," "P. B. & Co.," or "J. P. & Co."

The four makers whose brands are referred to, have, however, decided to make a lower priced nail, of a special countersunk pattern only, to compete with one which has been introduced during the past year into the maritime provinces; hence the reference in our last issue to the introduction of same.

SHEET ZINC SCARCE.

A DECIDED scarcity of certain sizes of sheet zinc is one of the features of the metal situation in Montreal at present. In fact, some doubt is expressed whether there will be sufficient of the numbers in question to supply wants until spring importations arrive, as the earliest cannot reach Canada from Belgium much before the second week in May.

An illustration of the scarcity was afforded this week when a Toronto buyer wanted 50 casks of the two numbers that are in light supply, viz., 8 and 9. Before he could secure the quantity named, he had to make up the lot at three different establishments, and pay an advance of ¼ to ½c. per pound. At this writing values are held still firmer than that. One commission man had a small lot in view, but before he could close the deal, the holder asked a rise of ¼c., and now prices are held at 5½c. in casks and 5¾c. in smaller quantities. This is a clean advance of ½c. over what was asked last week.

The firm feeling is mostly confined to the two numbers named, as stocks of others on the list are fair.

SANITARY EARTHENWARE FIRMS CONSOLIDATE.

PRIOR to some eighteen months ago the sanitary earthenware manufacturers in Canada had a uniform and fixed price on their products. Then the agreement collapsed, with the result that since that time they have been slaughtering prices in a most reckless manner. Quotations, in some instances, were cut in two.

All this has now been stopped, for wholesale dealers have been notified that the three companies concerned, namely, the Canada Snow Chinaware Co., Campbell & Purvis, and the Dominion Sanitary Pottery Co., all of St. Johns, Que., have consolidated their interests under the style of the Pottery Manufacturers' Association for the purpose of disposing of the output of their respective factories, with Mr. Edwin Plant, of Montreal, as special selling agent, through whom all business is to be done.

Quotations have, in the meantime, been withdrawn, and when they are again issued they are certain to show a material appreciation. In washout closets an advance of about 100 per cent. is anticipated, while syphon closets are expected to show a gain of about 25 per cent.

In anticipation of this at least some of the jobbers are marking up their quotations.

REVIVED BUILDING OPERATIONS IN TORONTO.

BUILDING operations are, indeed, brisk this year. The permits issued during January are greater than those issued in any month since May, 1891, in the boom days, when the permits issued amounted to $226,900. February, though not quite so brisk, shows a greater total of business than in any February since 1892. March, though not much more than half through, already shows $116,000, a much larger total than the whole of the corresponding month in any year since the days of the boom. The following table will give a good idea of the increase in permits issued, as compared with former years:

	1896.	1897.	1898.
January	$ 2,950	$11,725	$147,570
February	73,710	19,700	78,510

The effect of this increase in building operations cannot fail to be beneficial to Toronto, as it means the circulation of so much more money among the hardwaremen and the plumbers, to say nothing of the building trades and the public generally.

INDEX TO ADVERTISEMENTS.

The space devoted to advertising in this issue far exceeds that in any previous special number of HARDWARE AND METAL, and in order to facilitate the finding of the different advertisements an index has been placed on page 108.

CAPITAL AS A FACTOR IN BUSINESS.

CAPITAL as a factor of success in business is becoming more and more essential. In the years gone by it was possible for a man whose only capital was ability and industry to launch into business with success. But that time is no more.

A man going into business must have capital unless he is to depend on miracles to save him from failure. It does not necessarily follow that the capital shall be all his own. The capital may be borrowed, but he must have capital, and enough of it.

The man who essays to do business without sufficient capital is so handicapped that he has little, if any, chance of success.

In order to succeed in business the merchant must be able to buy well, and if he cannot buy well he certainly cannot sell well, for it is the way in which a man sells that attracts customers to his store.

The statistics which are issued every year by the commercial agencies show how important it is that a man starting into business should have ample capital.

The most prolific cause of failure in the whole list of contributory causes is lack of capital, and what is perhaps still more striking is the fact that the proportion of these failures to the total number of all kinds is increasing rather than decreasing.

Last year, notwithstanding a decrease in the number of failures in Canada, the proportion of those caused by lack of capital was 70.3, compared with 67.2 in 1896, a year of unusually numerous failures. Even in 1894 the proportion was nearly 2 per cent. lower than in 1897.

Every young man engaged in business pursuits should be ambitious to start up for himself, but he should, particularly in the face of the facts cited, temper his ambition with discretion, and refrain from becoming his own master until he has a fair amount of capital at his command. And then when he has the capital he should also be careful to see that he does not essay to do a business which is out of proportion to it. Many a merchant's bright prospects have been blasted because he has not been careful on this point.

WINDOW DISPLAYS OF CUTLERY.

IF THERE is any line in the hardware trade which has greater selling utility by being displayed in the window of the retailer it is cutlery, and particularly pocket cutlery.

There is scarcely anything which so excites the desires of a boy as a penknife. Almost the first thing he wants is a penknife. At any rate, he wants it at an age when sundry accidents more or less serious would follow the granting of his desires. And the penchant for penknives which the boy develops does not depart from him when he becomes a man. Everybody then likes to have a good pocket or penknife.

But more penknives would be sold if more of them were exposed for sale in an attractive manner in store windows and nicely ticketed. And what applies to pocket cutlery applies to all kinds of cutlery.

Lately, a number of Toronto hardwaremen have been paying a great deal of attention to window displays of cutlery, and the results have been most satisfactory. One dealer informed HARDWARE AND METAL that his sales of cutlery had increased fully 25 per cent. since he began to make special displays of cutlery in his window.

There is no reason why more attention should not be given to the displaying of cutlery in the store window. Cutlery is easily and quickly arranged, and with a little inventiveness and the expenditure of a few dollars most pretty and attractive designs can be made.

Of late years the cutlery trade has been threatening to slip away from the hardwareman owing to the activity of the departmental store and the fancy goods man, but if hardware dealers will only bestir themselves there is no reason why they should not hold this, on the whole, profitable trade.

And the first thing to do in the premises is to pay attention to window displays of cutlery. The displays should be neat, unique and attractive in design, and ticketed with the selling price. Then to this should be added judicious advertising, and the best medium for advertising is the local paper.

THIRTY-INCH BICYCLE WHEELS.

THE movement to adopt bicycles with thirty-inch wheels as the standard has taken a definite shape. At least one American firm will supply a model of this kind in order to give the wheel an opportunity to demonstrate the points of superiority claimed for it over the model in common use. The general specifications of the machine are: Wheel base, 46 inches; seat mast, 23 inches; hanger drop, 4 inches; rake of seat mast and steering head, 20 degrees back of perpendicular; tubing in main frame, 1¼ inches; cranks, 7 inches; wheels, 30 inches; large sprockets front and rear.

In presenting this model its advocates state that it will win or lose by its merit and will not be kept down by prejudice, the day of which is past in bicycle construction.

The thirty-inch wheel is introduced to the cycling public, not as a conceit, a whim, or a fancy, but as an advanced idea in bicycle design, backed by sound reasons for its being the best able to meet the popular demands in safety requirements. Therefore its trial is deserved, and whatever merit it shows will be appreciated. If it does what its advocates claim it will do, that is all the riders care.

There is no room for the slothful man in the hardware business. Activity is its characteristic, and he who is not in keeping with it will be thrown out in its whirl.

THE CUTLERY TRADE.

The condition of the cutlery trade in Toronto is somewhat unique for this time of the year. Just at this time it is not customtary for jobbers to bring in large shipments, but during the past few weeks it is the unusual that has been done, large imports having been made. There is a two-fold reason for this. In the first place, it was necessitated because stocks were depleted to supply the Christmas holiday trade, and, in the second place, it was necessary in order to supply the demand on British Columbia and Klondyke account.

The Hamilton Collegiate Institute and Ontario Normal School

IS THOROUGHLY WARMED BY

...Hamilton Radiators

Hamilton Radiators have the highest endorsation of the Architect and Committee of this School.

MANUFACTURED BY...

The Gurney, Tilden Co. Limited Hamilton, Canada

Agencies— The Gurney Stove and Range Co. - Winnipeg, Man.
H. R. Ives & Co. - - Montreal, Que.

Quotations and Catalogues furnished on application.

GOLD, ITS HISTORY AND PECULIARITIES

BY W. L. E.

GOLD and gold mining are probably being more talked about now than at any time in the world's history. And it is a source of gratification to Canadians to know that it is the richness of their own country in the precious metal which has caused the interest to be raised to the point where it now is. The discoveries in the Kootenay country were an awakening to the possibilities of Canada as a gold producer, but the astonishing wealth that lies hidden in the Yukon district has innoculated men in every part of the civilized world with the germs of the gold fever in a most surprising manner. The Transvaal, Australasia, and all other parts of the world, famous for their gold-fields, have been almost forgotten, at any rate, for the moment, for the Canadian Eldorado to which so many thousands are now wending their footsteps, and towards which millions of eyes are turned.

When gold was first revealed to man is not known. Its age reaches beyond tradition. One thing seems certain: People in the earliest stages of civilization knew about it, for, besides its attractive appearance, it is almost the only metal found in a native state upon or near the surface, and consequently obtainable without much labor and without smelting. Early in sacred history we find mention of it, and its original sources were Asia and Africa. Subsequently, the mines in Hungary and the Ural mountains were worked. South America and Central America, after their discovery, became important sources of gold, and since gold was discovered in California in 1848 and in Australia in 1851, these places have been the chief sources, although the South African Republic has lately become quite a factor, while Canada promises to ultimately take a place in the front rank of gold-producing countries, with the quartz mining in the Kootenay and placer mining in the Yukon and other parts of the great Northwest.

Gold, on account of its indestructibility, was regarded by the earlier chemists as the king of metals, and it still seems to reign.

WHERE GOLD IS FOUND.

Gold is not confined, it is almost needless to say, to any one or two quarters of the globe. On the contrary, it is found in every quarter of the earth. It is found in reefs or veins among quartz, from which it is separated by quarrying, crushing, washing, and treatment with mercury; in alluvial deposits, from which it is extracted by washing, in dust, grains, or nuggets. Alluvial deposits are of several kinds, and are ordinarily classified as follows: (1) Beds of running rivers, involving the employment of dredging apparatus; (2) superficial or not deep deposits, and capable of being worked by diggers single-handed; (3) deep alluvial beds, often underlying hard rock, necessitating thorough mining; (4) deposits of gravel, schist, and disintegrated rock, often on hillsides, now generally washed down by means of hydraulic engines. Mining in quartz entails the employment of large capital and expensive machinery, including heavy stamps, cyanide works, etc. In quartz mining much development work has to be done before any gold can be obtained, and this is particularly the case in the Transvaal deep-level mines, where the reef, in many places, lies hundreds of feet below the surface. We also see illustrations of this in the quartz mining in the Kootenay country and other parts of Canada.

The original home of gold is accounted to be the sulphide veins, but as to where gold actually comes from no one appears to be able to speak positively upon. We all know it comes from somewhere, and a good many people are able to assert from experience that it goes somewhere, seemingly, sometimes by the aid of wings.

Mica and the two sulphides of iron and copper are more often mistaken for gold than any other substances. "By remembering," writes an authority, "that mica is in bunches of sheets, that iron pyrites is hard and angular and brittle, that copper pyrites is soft and brittle and cuts into powder, but that gold is not in bunches of sheets, is not sharp-cornered or brittle and hammers out flat, can be cut into threads without crumbling, mistakes will be avoided, especially when note is taken of the great weight of gold when compared with the substances mentioned." A good test for gold, according to the same authority, is to pulverize the vein-stone and dissolve it in aqua regia (nitric and hydrochloric acid), then pour in a solution of copperas (sulphate of iron), which will precipitate the gold in a brown powder to the bottom of the glass; rub this powder with a knife and it reveals its true gold color. The relative weight of the gold thus obtained, when compared with the weight of the original vein stone, will give the rate of yield if it is a fair average sample.

THE WORLD'S PRODUCTION.

As may naturally be supposed, the world's production is gradually increasing. In 1896 it reached the enormous total of about $219,000,000, of which about $50,000,000 worth was supplied by the American continent, while Australasia contributed about $45,000,000. In 1885 the world's production was only valued at about $106,000,000, while in 1851, the year that Australasia began to be numbered among the gold producing countries, the earth yielded about $84,000,000 worth. In other words, the world's production of gold was 164 per cent. larger in 1896 than when Australasia made its advent as a gold producer. Indeed, even since 1888, the output has more than doubled. For thirty years prior to that it was almost stationary.

It was in 1823 that gold was first recorded to have been discovered in Canada. The discoverer was a woman named Gilbert, and the place where she found the yellow metal was a stream flowing into the Chaudiere. Gold was first publicly known to exist in the valley of the Columbia river in 1856, and in the valley of the Fraser river in 1857. It was in 1858 that gold was discovered in Nova Scotia. The Rainy River district, in Ontario, has of late years obtained a great deal of prominence as a gold producer, while Madoc and Marmora, in the same province, have for years been recognized as gold-mining localities. Gold also exists over a large extent of the Eastern Townships, in Quebec.

GOLD MINING IN CANADA.

Last year was a record-breaking year in the production of gold in Canada. The amount is officially stated to be $6,190,000. While this amount is small when we come to consider that it is only about 3 per cent. of the world's total output, yet, when we come to consider that it is over 120 per cent. in excess of the production of 1896, it affords a great deal of room for satisfaction. Canada's production of gold during the last six years was as follows:

1892	$ 907,601	1895	$1,910,900
1893	976,603	1896	2,810,200
1894	1,042,055	1897	6,190,000

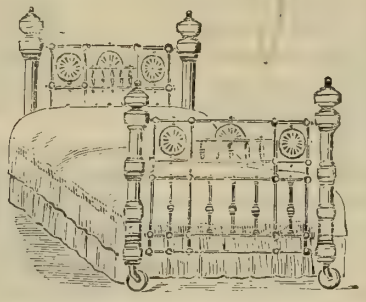
British Columbia is, of course, easily the chief gold-producing province in the Dominion. In 1896 its contribution to the whole was $1,788,206, and the value of the gold it yielded from 1862 to 1896 aggregated $50,397,754. Nova Scotia comes next, with $12,369,779.

All the gold produced in Canada is exported, the most of it going to the United States, to be turned into eagles. The amount, including gold-bearing quartz, dust, nuggets, etc., exported during the fiscal year ending June 30, 1897, was $2,804,101, which was distributed as follows: Great Britain, $3,560; Hong Kong, $2,630; China, $13,413; United States, $2,784,498.

With gold production being actively prosecuted in the Yukon district, in British Columbia, in Ontario and in Nova Scotia, Canada will undoubtedly take a much higher rank as a gold-producing country than she has hitherto.

THE

Imperial Bedstead Co.



Manufacturers of

English Brass and Iron ...Bedsteads

Very highest quality as regards workmanship and finish.

These Brass Bedsteads are in use in the following well-known Hotels of America :—

Chateau Frontenac, Quebec
C.P.R. East End Station, Montreal
Hotel Waldorf, New York

and many others. Our Institution Bedsteads are used in the Hotel-Dieu St. Hyacinthe, and in many other such institutions.

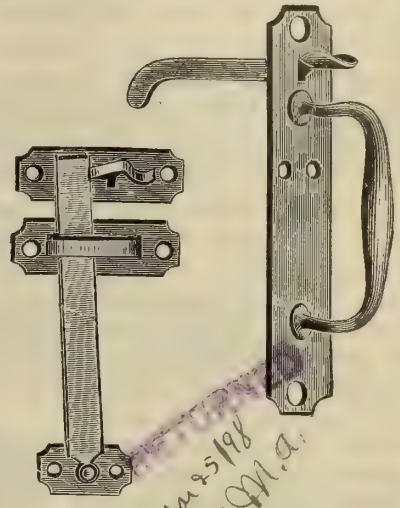
Canadian Agents :

DELORME BROS.

15 DeBresoles St. - MONTREAL

Manufacturers of

Wrought Iron Door Latches
Screw Hook and Strap Hinges
Screw Hook and Eye Hinges
Shutter Hinges
Blind Punches
Window Bolts



Pad Bolts, Hasps and Staples, Hitching Rings, Wire Fence, Staples, Spring Bed Angles, etc., etc.

The . . .

MONTREAL HARDWARE MFG. CO. Limited

MONTREAL.

Agents: Delorme Bros., Montreal.

TRULY WONDERFUL

WEATHER-PROOF

A substitute for **Oil Paint,** and **Whitewash.**

TRADE **INDURINE** MARK

Fire-proof and Weather-Proof.

An excellent Disinfectant.

COLD WATER PAINT

A white powder that mixes readily with cold water.
Can be applied by **ANY ONE** to **ANY KIND** of surface, with any kind of brush.
Produces a hard and flexible enamel finish.
CANNOT BE WASHED OFF.
WILL STAND RAIN AND WEATHER EXPOSURE.
Has nearly all the advantages of oil paint **AT A FRACTION OF THE COST.**
Furnished in pure white and many colors.
Does not set.

Everybody and anybody can use it, and its field is unlimited.
Will last for years and is unaffected by gases.
One coat covers better than **TWO COATS OF OIL PAINT** or whitewash.
It will not rub, scale or crack, nor will it soften with age or moisture, nor discolor.
Supplied in **50, 100, 200,** and **400-LB. BARRELS.**
NOTHING LIKE IT.
Every pound guaranteed.
About five pounds dry powder will make a gallon of paint.

We also supply the same paint **ESPECIALLY PREPARED** for **PLASTERED WALLS ONLY,** in **WHITE** and **TINTS,** under the name of **"GUARANTEED WALL COATING."**

DELORME BROS., General Agents, 15 DeBresoles St., Montreal

A RETAILER'S VIEWS RE INSOLVENCY LAWS.

HARDWARE AND METAL had a chat the other day with Mr. George Brasher, a Tilsonburg merchant. During the conversation the subject of a uniform insolvency law came up. Mr. Brasher quite believes that the law in Canada in regard to insolvency requires remodelling, but he is decidedly opposed to a bankruptcy Act as ordinarily understood.

"I have," he said in reply to a question, "discussed the matter with a large number of retail men in different sections of the country, and I have never yet found one who favors a general bankruptcy law. We retailers consider the old law a stain upon the statute book. It was the most iniquitous law we ever had. And no law this country ever had tended to the extent it did to make merchants dishonest. Remembering that, we retailers consider it in the best interest of the country that a bankruptcy law should not pass. If the people who are moving in this matter will only keep their nose out of it, business will right itself. Don't you make any mistake about that!"

"But do you not think there is necessity for some kind of legislation in this direction?" asked HARDWARE AND METAL.

"Certainly, I do," replied Mr. Brasher, as he threw one leg over the other and laid the index finger of one hand on the palm of the other. "There is necessity for a law of some kind: There is necessity for a law to prevent the bankers and wholesalers from injuring one another. What I mean is that there should be a law doing away with preferences. It is not right that creditor 'A' should get from debtor 'B' an assignment of book debts or of stock, or perhaps of both, and leave nothing for creditor 'C.' Then, one thing which is very much needed is a law, uniform the Dominion over, which shall make the collection of debts easier than at present."

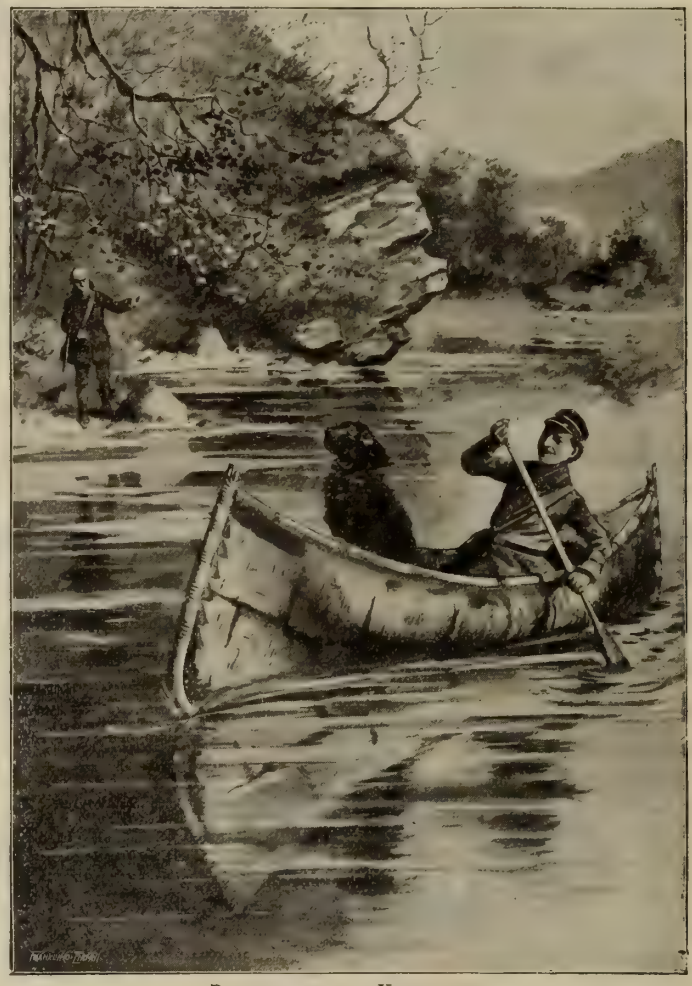
"What about the discharge of insolvents?"

"If you make discharges a matter of legislation, why, you must necessarily have a bankruptcy law. But, as I have already said, there is no need of such a law. If a man goes into business in this country with sufficient capital, and he cannot succeed, he has mistaken his calling, and ought to go out, and stay out, of business."

"Supposing a man with capital and capability fails in business through circumstances over which he has no control?"

"Of course there are failures of the kind you mention, but the merchants who have thus failed have always been dealt with leniently by their creditors and always will be. No," continued Mr. Brasher, "we do not want a bankruptcy law. The old law was a case of life or death to merchants doing a legitimate business."

"In what way?"



BOUND FOR THE KLONDYKE.

"Well, because of it bankrupt stocks were being continually placed upon the market."

"Yes, but you must remember that times were very hard during the last few years of the old bankruptcy law, and was not that largely the cause of the stocks you refer to being on the market?" queried HARDWARE AND METAL.

"I know quite well times were hard then, but the bankruptcy law had more to do with bankrupt stocks being placed on the market than even the hard times. I tell you what it is," declared Mr. Brasher with considerable emphasis, "if there was a merchant who had a crooked part in his body that old bankruptcy law brought it out. The fact of the matter was this: the ease with which a man could go through the bankruptcy court induced men to assign. Let me give you an instance by way of illustration. One day, back before the old bankruptcy law was repealed, I was on my way to Toronto. In the car was a merchant whom I knew, and who had, within a comparatively short space of time, passed through the bankruptcy court no less than three times.

"'Hello' I said, 'where are you off to?'

"'Toronto.'

"'What for?'

"'Oh, I'm going through the bankruptcy court.'

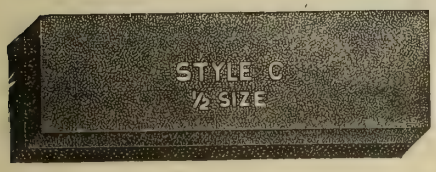
"'What, again?'

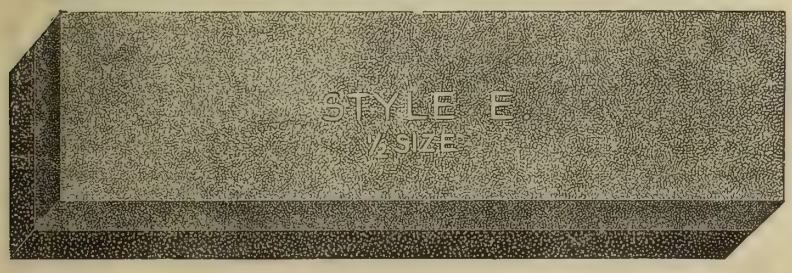
"'Yes, again! Say, Brasher, I think you are a fool. Why don't you assign once and a while. Look at the advantage it gives you. Here you and me go and buy a certain article at say $12 per dozen. You put the article into your window and ticket it at $1.25. I, however, ticket it at $1, or even 75c. I sell mine; you can't sell yours. You say I am selling at a loss. Am I? I go down to Toronto, go through the bankruptcy court and pay my creditors 50c. on the dollar. Now, how am I selling at a loss?'

"Now, after such experiences as we had with the old bankruptcy law, how can we retailers who try to do a legitimate and honest business be expected to favor another?" concluded Mr Brasher.

SCARCITY OF EMERALDS.

It is reported that emeralds are steadily disappearing. In the fifties and sixties emeralds were the favorite jewels, and were worn strung on a thread like pearls. Now emeralds are no longer polished into a round form, but are polished like diamonds. Faultless stones of a deep color have always been as valuable as diamonds. The reason of the scarcity of emeralds is the decrease in production in the Ural Mountains. Emeralds were first discovered on the right bank of the Tokowoier, near Katharineburg, in 1830; and in the first years the harvest was an exceedingly rich one.





THE Cooke Hardware Co.

16 HUNTER STREET

Hamilton.

RETURNED
Mar 25/91
T. Mea

EMERY and HARDWARE

Specialties

CATALOGUE

SENT ... ON APPLICATION

THE WIRE CONSOLIDATION SCHEME FAILS.

WHAT was looked forward to about ten days ago with so much confidence, in regard to the consolidation of the wire rod and wire concerns in the United States, is still far from being realized. In fact, the consummation of the gigantic undertaking appears to be farther away than it probably has since the movement for consolidation took definite shape.

The stumbling block which upset the scheme was the price demanded by some of the parties to the proposed consolidation for their plants, etc.

As a preliminary to the consolidation, accountants were appointed to inspect the various plants and place a value upon them. This they have done, but in some instances their views have been so far from those who owned the plants that no agreement could be arrived at.

It is said that the difference in one instance, between the views of the valuators and the owners, was no less than $2,000,000, while some reports place the amount even as high as between $6,000,000 and $8,000,000. Besides this the Pittsburg Wire Co. have withdrawn from the scheme.

While the scheme, as originally intended, has collapsed yet a movement is on foot to carry it out on a smaller scale. What measure of success it will meet with remains to be seen.

The immensity of the consolidation, as originally contemplated, almost takes one's breath away, and as something like $250,000 appears to have been spent during the negotiation of the scheme one's views as to its extent are not modified.

WHEELBARROWS A SPECIALTY.

Cleland Bros. & Co., Meaford, manufacturers of wheelbarrows and washers, wish to attract the attention of the trade to their advertisement, which will be found in the advertising columns. This firm pays particular attention to the wheelbarrow department and manufacture everything in this line, such as garden, navvy, farm and stone barrows, and have always endeavored to turn out the best that workmanship can execute. Cleland Bros. & Co. have just issued a neat catalogue giving full information about all lines they make, which can be procured by sending a post card. Mr. Alexander Gibb, 22 St. John street, Montreal, is their eastern representative, from whom all information can be procured.

CLIFFS BURNT BY THE SEA.

Fancy the waves of the sea setting fire to the cliffs they break on! Yet this is what did really happen at Ballybunion, on the western coast of Ireland. These rocks, which the great Atlantic rollers had, for centuries, been slowly breaking down, and piercing with great caverns, contain, in their depths, masses of iron pyrites and alum. At last the water penetrated to these, and a rapid oxidization took place, which produced a heat fierce enough to set the whole cliff on fire.

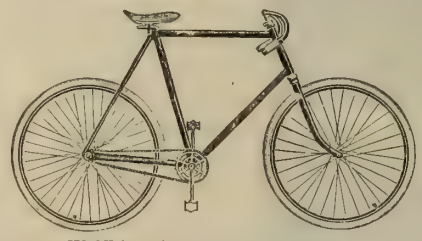
For weeks the rocks burnt like a regular volcano, and great clouds of smoke and vapour rose high in the air. When at last the fire died out, great masses of lava and clay, burnt to brick, were seen in every direction.

"COMET" BRAND GALVANIZED SHEETS.

The "Comet" brand galvanized sheets of W. Gilbertson & Co., Limited, are being introduced on the Canadian market by Alexander Gibb, of St. John street, Montreal. The Ponterdawe steel and tin plate works, owned by the above firm possess exceptional facilities for the manufacture of a high-class, uniform grade of galvanized iron. Their brands are all made out of the best Siemen's steel, manufactured under the personal supervision of the proprietors, and have attained a great reputation for softness, ductility, and deep stamping qualities. The proprietors have also refused to cheapen the cost of production by reducing the coating of tin, and, in consequence, the reputation of these brands stand very high with canners of meat, fruit, fish, etc.

WOLFF-AMERICAN HIGH ART CYCLES.

IT is an obvious fact in all lines of business that the concerns who, unmindful of conditions, strive their utmost to sell their product on merit, are the ones who succeed in the long run. The cycle trade is no exception. Some manufacturers spend their time decrying what they term the total collapse of the industry, and bewail the prevailing conditions.



Wolff-American High Art Cycles.

Other manufacturers, such as R. H. Wolff & Co., makers of Wolff-American high art cycles, persist in their efforts, and in the long run find trade rather on the increase than otherwise. Wolff & Co. are extremely optimistic as to the future of the cycle trade, and are confident that in the end the manufacturers of good bicycles will survive.

There is such a thing as a happy medium in cycle construction, and the makers of Wolff-American high art cycles seem to have struck it. The Wolff-American is one of the few machines on the market which, while not at all old-fashioned in build, has not been encumbered with every freak idea or fad demanded by a certain portion of the riding world. At the same time, it is thoroughly up-to-date, and looked upon as an excellent example of what a bicycle should be. Its lines are moderately different, but not radically changed, and, in such parts as have demonstrated that improvement could not be made, there is no change whatever. On the '98 models there are preserved the self-oiling bearings, eccentric chain adjustment, spring tempered frame, patent button-hole spoke fastening, and other exclusive features, which have distinguished Wolff-Americans in the past. The distinctive points on the '98 models are hanger and new automatic locking devices for handle-bar and seat post. All of these innovations are practical, mechanical improvements, and not absurd fancies, liable to go out of favor at any time. With Wolff-Americans at $75 and $90, the makers, R. H. Wolff & Co., Limited, of New York city, claim that there is no excuse for an agent handling poorer grades listing at the same prices. They think that riders cannot fail to note the vast difference between a machine on the style of the Wolff-American and the gaudy machine which sells on appearance rather than merit. There are twice as many Wolff-American agents signed this year as were on their books last season, so they claim, and if this may be taken as a sign, it presages well for the outcome of the '98 season for the Wolff-American.

Wolff-American High Art Cycles.

A FURTHER ADVANCE IN SISAL.

The manufacturers of sisal rope have this week added another ¼c. per pound to the price of their product, making the advance since the market took its recent upturn 1¼c. per pound.

In spite of this latest advance there are still some jobbing houses which are quoting the old figure, and consequently there is a range of ¼c. per pound in quotations, the base price, therefore, being 7 to 7¼c.

Wire Nails
Tacks
Wire

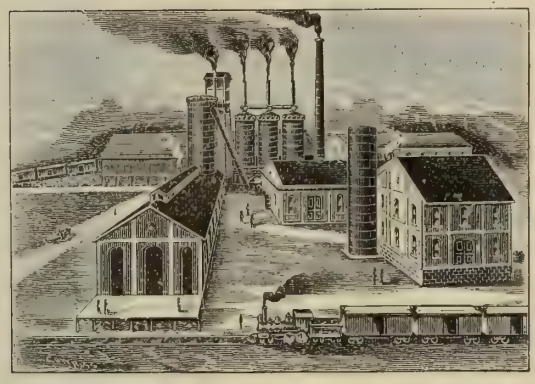
PROMPT SHIPMENTS

The Ontario Tack Co. Limited

Hamilton, Ont.

The Hamilton Blast Furnace Co., Limited

HAMILTON, Canada.



Manufacturers of

HIGH GRADE

PIG IRON

IN THE SPRING the farmer's fancy turns to thoughts of fresh farm and dairy utensils.

INDURATED FIBREWARE

is impervious to liquids—hoopless—durable—it has many qualities specially adapting it for farm and dairy use.

HARDWARE DEALERS find it a profitable line to carry.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

MAJOR MAURICE G. RODGERS.

THIRTY years ago it used to be said that one-third of the civilized world got their clothing, agricultural and household implements from Yorkshire. Looking at the enormous and ever increasing expansion of commerce such a statement is equally correct to-day. The woolen trade has become an important factor with many surrounding places, but Sheffield maintains its pre-eminence as the chief city of wonder-workers in metal. Its growth has kept pace with the progress of the Empire, and wherever the flag of Britain floats the name of Sheffield is honorably known.

Nowadays soldiers who become colonists do not turn their swords into ploughshares or reaping hooks, but when British blades carve out a future in a new land Sheffield is in the van with spade and plough, axe and sickle.

Every appliance which simplicity or advanced science can suggest comes within the scope of its factories, and no city is more identified with our daily wants. As long ago as in Chaucer's time the knives or "whittles" made in Sheffield were famed all over England and of no mean value, for we read that in 1575 a case of Hallamshire whittles was a noble gift. The making of arrows was another important branch of trade, and historians tell us that those of Sheffield were used at the Battle of Bosworth. At present, in addition to every variety of cutlery, including exquisitely fine and delicate surgical instruments, the diversified trade of Sheffield includes electro-plated goods of all designs, railway supplies, bridge girders, engines, ship boilers and armor plate, in fact almost every article that can be constructed from metal.

MAJOR MAURICE G. RODGERS.

The city's greatness and the prominence of her manufactories are all due to the ceaseless and untiring efforts of the Cutlers' Company—a mighty guild that has flourished for centuries. Though not formally incorporated till 1624, there is no doubt the company existed for generations before, wielding a powerful influence in matters of commerce and city government. It fulfilled the duties of a board of trade, only with far greater authority than any similar institution of the present day possesses. Its laws practically ruled all questions of wages, hours of labor, apprenticeship, etc., and its archives are a mine of information about old usages and peculiar customs.

At the present day the guild is recognized as the guardian of the rights and liberties of trade, and still possesses a good deal of its old time power. It has been instrumental in securing legislation for protection against infringements. The company has concurrent jurisdiction with the Imperial Trade Marks Registry.

The Cutlers' hall is one of the famous sights of the city, and the company derives a good portion of its revenue from renting it for concerts and other functions.

The list of master cutlers contains the names of many illustrious men, but it is noteworthy that though the Rodgers family have been prominently identified with the company for more than two centuries, no member of it has ever held the office of master cutler until the present year.

Major Maurice G. Rodgers, the newly installed master cutler, is a great grandson of the founder of the firm of Joseph Rodgers & Son, and has been actively connected with the business since 1871, when he entered as an apprentice. After serving his term and being for a time in the warehouse, he represented his firm on the road with great success. In 1886 he was elected a director, and a year later, upon the retirement of the assistant managing-director, he was chosen to fill the position. Within three years his chief retired from active business life, and left Major Rodgers with the management in his own hands. In 1891 his fellow directors thought it advisable to appoint a co-manager who would share the labor and responsibility with him, aud selected his brother, Mr. John Rodgers, for the position. The arrangement then made is still in force.

Business cares have so occupied his time that Major Rodgers has never been able to take any part in public life. He is an enthusiastic volunteer, however, and has done much to further the movement. He is also active in hospital and other philanthropic work. As an employer of labor he has as enviable a record as other members of his family. Among 2,000 men working on the premises, 100 have been more than 50 years in the establishment and a very large number from 18 to 50 years. In addition to the above there are many outside workers constantly employed, besides a large corps of boys, girls and women.

CANADIAN COINAGE, 1897.

The only coins struck at the Royal Mint for Canada in 1897 were the one cent piece in bronze and the five and ten cent pieces in silver. This coinage was an unusually late one, for the bulk of it did not arrive in Montreal until February, 1898. As there is a redundancy of silver coins in Canada there has been no coinage of half dollars for some years. And, although some sections of the country call for new twenty-five cent pieces, the Government, at the request of the banks, has determined to issue no more of this coin until such times as the large quantity of silver lying in their vaults shall have been put into circulation.

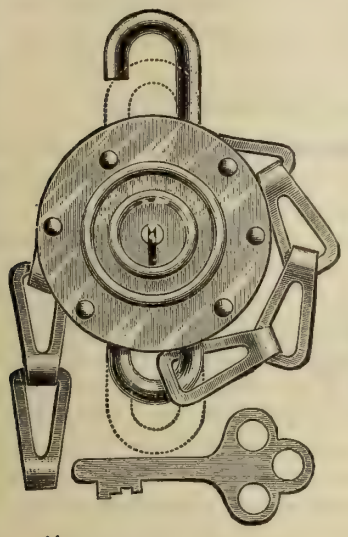
It had been hoped that during the Jubilee year, a new design would have been adopted, but, notwithstanding that a number of suggestions to this effect have been made, there has been no change during the 30 years Canada has had a coinage of its own; while at the same time two changes in design have followed each other in the coinage of the Mother Country.

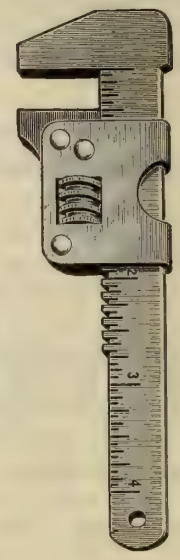
Drummer: "Uncle Swayback is an old settler, isn't he?"

Squam Corners Merchant: "You might call him an old resident, but he ain't an old settler—he's been owing me for more than twelve years."

Bicycle Sundries

Toe Clips, Coasters, Wrenches, and BICYCLE PAD LOCKS





Also . . . .

"Giant" Metal Sash Chain, Pulleys, "Red Metal" and Steel Chain---Pad Locks, and Rat Traps.

Manufactured by

THE SMITH & EGGE MFG. CO.

Send for Sundry Catalogue.

Bridgeport, Conn., U.S.A.

TELEPHONES

WE manufacture a complete line of Telephones, Switchboards and Special Devices, and will be pleased to place our apparatus in competition with any other make.

Correspondence Solicited and Catalogues Supplied

John Starr, Son & Co.

Limited

Manufacturers and Importers of

General Electrical Apparatus and Supplies

134 Granville Street

P. O. BOX 448

HALIFAX, N. S.

50 CARLOADS 50

New Goods Received Into Stock

We are ready for the spring trade, and can supply all lines of goods **promptly** at best prices. Our stock of Spades and Shovels is complete. Our stock of Harvest Tools is in store.

Large consignments of **Window Glass** via S.S. British King and British Queen, direct from Antwerp, have arrived.

Linseed Oil, Turps, White Lead, Mixed Paints, Fence Wire, Cordage, all spring lines.

Twenty cases **Cutlery** just opened. Splendid lines. Great values. . . . . .

Send us you orders if you want great value, good treatment, prompt shipment.

JOHN BOWMAN HARDWARE & COAL CO.

180 York Street

LONDON, ONT.

STOVES FOR THE KLONDYKE.

WHAT puzzles most parties going to the Klondyke is what they will cook with when they get there, as it is out of the question carrying a heavy cast iron stove. This being the case, the D. Moore Co., Hamilton, have been working on a stove for the purpose, to fold up, and they are now producing one that is most perfect in construction, with an oven that will bake as well as that in an

No. 2 YUKON.

ordinary cooking stove. It is made of heavy sheet steel, with asbestos lined front, large oven, and made in two styles, with two or four pot holes. These stoves fold up into very small space and are light in weight. They can be put together and ready for cooking in two or three minutes. Each stove is fitted with a set of pipes that telescope together, also damper, roof-plate, etc. The D. Moore Co. inform us that they have met with unprecedented success in the sale of these stoves, and have had to run over-time to keep up with orders. The company will be pleased to send circulars and prices, or refer you to the nearest agent from whom they can be gotten.

NEW HARDWARE SPECIALTY FIRM.

THE Canadian markets apparently have a great attraction for the foreign manufactures at the present time. The latest addition to the list of firms which have already opened up in this country is the well-known house of Gebr. Muller & Co. (Muller, Bros. & Co.), of Remscheid, Germany, who are registered under hardware specialties and cutlery, with offices and sample rooms at 366 St. Paul street, Montreal, under the style and name of E. Becker & Co. This firm have always endeavored to be in the top place in the different markets of the world, and have met with unlimited success. Although they have never had a branch in Canada before, they are by no means strangers to the hardware trade in this country, which is already an evidence of the encouragement they have met with in the few months they have been here.

HULL'S TUBULAR CHECK REIN.

The Parmenter & Bulloch Co., Limited, have secured the sole right of manufacture and sale for Canada of Hull's patent tubular check rein guide loop. This loop can be attached in an instant with any of our tubular rivet sets, and more than ten times as fast as any other loop now in the market. Samples and prices will be given upon application.

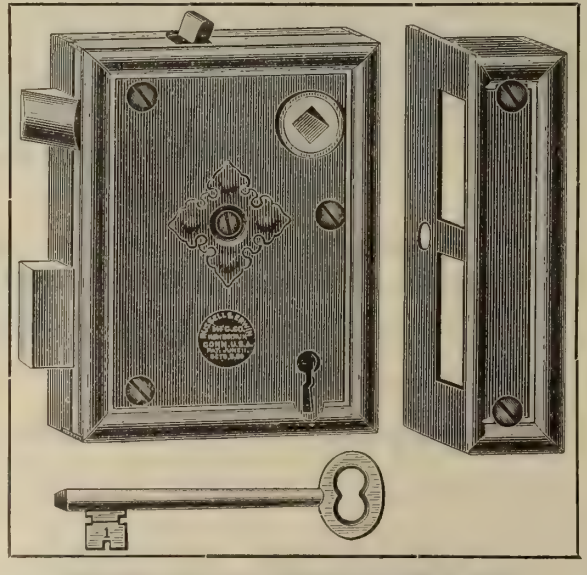
RUSSELL & ERWIN MANUFACTURING COMPANY

Manufacturers of . . .

HARDWARE

Wrought Steel Door Locks

Wrought Steel Mortise Locks Excelling in Lightness and Strength and Novelty of Finish



Wrought Steel Door Locks

Wrought Steel Rim Locks, Excelling in Lightness and Strength and Novelty of Finish

Wrought Steel Rim Lock, Nos. 3800 to 3806.

RUSSELL & ERWIN MANUFACTURING COMPANY, New Britain, Conn. Chicago New York Baltimore Philadelphia London

If you desire to increase your business by supplying your customers with reliable goods that are always up to the mark . . .

Send your orders to

Henderson & Potts

Nova Scotia Paint and Varnish Works

. . . Manufacturers of

Lead, Zinc and Colored Paints, Varnishes, Japan Coach Colors, Ready Mixed House and Floor Paints, Wood Stains, Japanese Enamels, Bicycle Enamels, Marbleine Wall Tints, Putty,

Etc., Etc.

SOLE AGENTS FOR THE DOMINION FOR

BRANDRAM'S CELEBRATED WHITE LEAD.

HALIFAX and 747 Craig Street, MONTREAL.

Squire, Watson & Co.

Temple Buildings, MONTREAL

DIRECT AGENTS FOR

John Moreton & Co., Wolverhampton, England, Hardware Specialties.

A. & F. Parkes Co., Limited, Birmingham, Spades, Shovels Draining Tools.

J. B. Chatterley & Sons, Birmingham, E. P. or N. S. Flat and Hollow Ware, Oak and China Mounted Goods.

Christopher Johnson & Co, Sheffield, Table and Pocket Cutlery, Scissors, Razors, etc.

James Heeley & Sons, Birmingham, Fancy Steel Goods, Corkscrews, Dog Collars, etc.

Fox Cutlery Co., Pocket Knives, Razors, Shears, etc.

John Yates & Sons, Birmingham, E. P. Silver and Sterling Silver Flat Ware.

F. R. Dennert & Co. Pure Nickel Hollow Ware, Table and Culinary Utensils.

F. Dumoulin & Co., Liege, Guns, Rifles, Revolvers etc.

Townshend's Art Metal Co., Limited, Birmingham Fancy Brass Goods of al descriptions.

Arctic Lamp Co, London, Table, Reading and Ornamental Lamps.

E. H. Toulmin, Gloucester, Eng., Fancy Wrought Iron and Copper Goods.

China Steel Ware Co, Fancy Hand-Painted, High Class Enamelled Ware

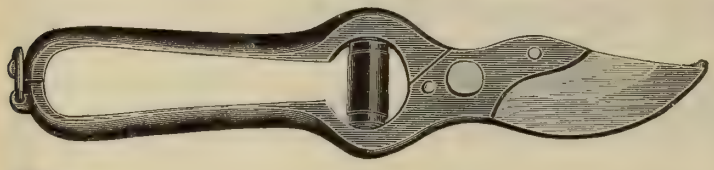
Horse and Toilet Clippers, "Bel Air," "Woodbine," "Lepine," "Frontenac"; Razor Straps, "Sabatier's" Cook's Knives, Canvas Sporting Goods and other specialties. "Silver Oak Ware Teapots."

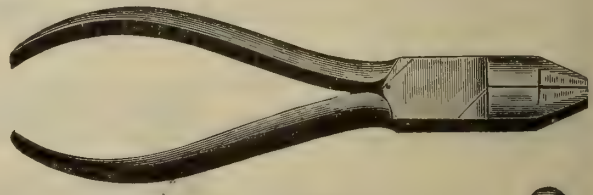
BUY THESE GOODS

Why? They will make you money. They are all trade winners. They don't require Premium to make them sell. Quality is their greatest advertisement. Their sales are increasing daily. What better could you want?

For sale by all leading Wholesale Grocers.

Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, ONT.**





GEBR. MULLER & CO.

(MULLER BROS. & CO.)

Remscheid, Germany.

Manufacturers of

Cutlery and Hardware Specialties

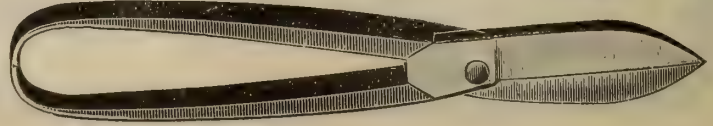
General Hardware Merchants

RETURNED

Canadian Representatives

E. BECKER & CO.

366 St. Paul Street — **Montreal**



This Cut shows exact size of 2 x 2 inch Mesh and Selvage of No. 19 Wire.

3 STRANDS. 2X2 MESH IN EACH SELVAGE
McMULLEN'S POULTRY NETTING
GALVANIZED
No 19 STEEL WIRE

These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by

The Ontario Wire Fencing Co. Limited
OF PICTON, ONT.

For Sale by . . . .

The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.

And by — Hardware Jobbers throughout the Dominion.

James Cooper, Montreal, General Agent for our Railway Fencing.

"Up to The Times"

Our revised Price-list for '98 is ready for you—if you are ready for it. We think it will prove to you that we are "Up to the times and the hour."

True, we talk up quality all the time but we make low prices just the same—we depend upon winning the goodwill of our customers. We have

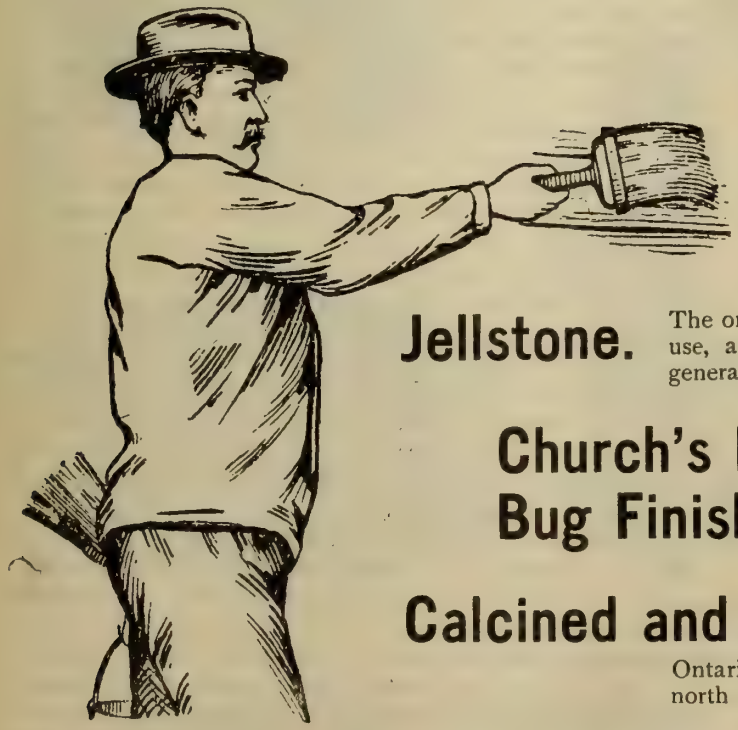
Reduced Prices

on many lines because we found we could do it without reducing quality. Our business is growing you see—more business—quicker profits—smaller profits—less cost to you. Send for the revised Price List—Spring trade is opening on

Boeckh's Brooms
and Household Brushes

CHAS. BOECKH & SONS, MFRS.
Montreal Branch—1 and 3 DeBresoles St. TORONTO, ONT.
Agencies at Winnipeg, Halifax, Vancouver, Glasgow.

Church's Cold Water Alabastine



The King of Wall Coatings

There is no doubt of its superiority over everything else in this line on the market. It is on sale everywhere from the Atlantic to the Pacific, and in all English speaking countries. Extensively advertised and pays the dealer a good profit. Sixteen beautiful tints and white, in five-pound paper packages. **Never sold in bulk.** Write for tint card and prices.

Jellstone. The only genuine Cold Water Kalsomine, made especially for painters use, and sold only in bulk, at a cheap price. Not advertised to the general public. Write for prices.

Church's Potato Bug Finish . . . The most efficient insecticide on the market.
Worth its cost as a fertilizer.
Safe to handle, and always ready.
No mixing required.
Three hundred pounds in every barrel.

Calcined and Land Plaster. We are the only manufacturers of Calcined Plaster in Ontario. Write for prices and freight rates to all points west and north of Toronto.

The Alabastine Co., Limited, - - Paris, Ont.

MANY MATTERS ABOUT THE SILENT STEED.

WINDOW BICYCLE DISPLAYS.

HARDWAREMEN who handle bicycles do not, as a general thing, give proper attention to their window displays. The cash drawer and the show window go hand in hand down the rugged path of commerce, with the drawer, of course, a little in the van. Every dealer, manager and clerk has an opinion of his own concerning the arrangement of displays in windows.

Where one man will think a single wheel primly propped up in the centre of a platform is all that is required, another will have an idea that half a dozen bicycles carelessly careened here and there with stacks of sundries and supplies constitute an attractive display.

A critic of store display cannot agree with either. Firstly, see that your plate glass window is clean. Then have your name printed on the glass as many times as the space will permit. Some city merchants engage a painter, pay him by the month, and instruct him to post their cognomen in letters Roman, letters script, letters italic, letters diamond, letters primer, and in true circus poster style. In this way they claim to save by not needing roll curtains for the inside. But that's neither here nor there. In a window display do not neglect the sundries and supplies. A few things like lanterns, saddles, handle-bars, bells, whistles, cement, caps, goggles, sweaters, tires, golf hose, repair kits, belts, rims, pedals, tubing, fork crowns, castings, spokes, barrels of oil, balls, stampings, locks, vulcanizers, luggage carriers, chains, cyclometers, sprocket wheels, guards, cameras, and two or three more complete and knocked down bicycles, and you have a proper display for a bicycle window.

A nice display is made by taking a tandem, with ladies' and men's singles, if the window is not larger than 6 x 8, and put them therein. Make a point to suspend two or three of them from the ceiling. Over and round about these several large banners should be draped and, or course, signs of all descriptions and sizes announcing that you have bicycles to sell. If possible, and this adds greatly to the appearance and attractiveness, some of the bicycles should be attached to a motive power that will spin the wheels. Another good attraction is to have a dummy man and a dummy woman mounted on a tandem or on singles. If you can get the real live article just as cheap it would be advisable to put it on the machine. In the case of the latter there would be an appreciate advantage. Besides all this, make an elaborate display of sundries and supplies in this same window, and if there is any space left it would be a cute and catchy scheme to put a lathe and a forge, borrowed from the repair department, in some corner.

LOW PRICES AND CHEAP WHEELS.

Cheap wheels will still be a leading feature in the market for 1898, but the general drop in prices on all wheels has materially affected the quality of the cheap wheel. It is doubtful if there has been a year when so much absolute trash was brought together and called a bicycle as appears in the cheap wheels of this year. The sixty day guarantee enables the manufacturer to do this and know that he is not going to be held responsible.

Good wheels can now be purchased at reasonable prices, and every intending dealer should make an effort to procure the agency of the manufacturer who turns out an article which he has every confidence in. The dealer who selects the best agency that he can find this year has a good deal of thinking to do, but he can procure everything desirable if he will only be careful.

In 1894-5 the only question asked by a purchaser of a bicycle was "Has the wheel ball bearings?" and if the salesman said "Yes" that settled the question. To-day there are ball bearings and ball bearings, as every rider well knows, and the salesman of the perfect wheel must be able to guarantee to his customer that the ball bearings are absolutely and mechanically true, that the balls do not twist or grind, that the load is evenly divided among all the balls in the bearings, that it is absolutely and mechanically dust and oil proof, and will not require any attention either in changing, oiling or adjusting during the season.

EARLY SPRING TRADE IN BICYCLES.

Dealers generally are of the opinion that the new 60 day guarantee on bicycles is effecting the early spring business. Some retailers report a brisk demad, but others complain that the sales of new wheels is small in comparison with last year at this time. The latter attribute the hesitancy of riders to select and purchase new mounts owing to the introduction of the two months' guarantee.

This may have a little to do with it, but other influences are at work as well. A large number of wheels were sold in Canada last year, and the trade could not expect such a phenomenal demand to last.

The air has been full of rumors lately of new improvements and startling changes which would revolutionize the bicycle business. The talk has been of chainless wheels, and a big drop in the prices of other makes. As a consequence the intending purchaser is holding off until he can get some really reliable data on the question. No man wants to throw his money away foolishly, and it is not to be wondered at that those who contemplate buying new mounts this season should proceed with caution.

It is easy to blame the new guarantee for the dulness of trade, but viewed in a commonsense light such a contention dwindles into nothing.

LOW PRICED WHEELS.

Another indication that the era of low priced wheels has arrived was demonstated recently when one of the largest firms in the cycle trade in America announced that its regular leading chain-driven wheel hereafter will be retailed at $50. This wheel is the same as sold by the same firm last year for $100, except that it is of this year's design and embodies a number of improvements to be found only on 1898 machines. This move, following so closely upon that of another large cycle manufacturer, who recently announced that his agents would be supplied with a wheel which they could sell for $25, or any other price they chose, in order to meet competition, clearly proves that the day of high priced bicycles has been relegated to history. Chainless wheels are the only ones on which the old time high prices are being asked, with but one or two exceptions.

One of the largest of the local dealers, however, informed HARDWARE AND METAL that the demand for medium and low-priced chain wheels is likely to be so much greater than the demand for high-priced chainless machines, that it seemed to him to be almost certain that a big drop would be made in the latter type of bicycle before the close of the year.

According to the same authority, there is now and probably will continue a limited demand for the chainless bicycles at $100 and $125 on the part of the wealthier and more fastidious class of riders. But the great multitude of buyers, comprising men and women in every station in life, are after wheels that sell for $40, $50 and $60, the demand at the first named figure naturally being greatest. Among the reasons given by manufacturers and dealers for their ability to place bicycles on the market at half the price they asked a year ago, are that they have ceased maintaining cycle shows during the past winter. Moreover, they say they would rather sell

No. 671—SPOON HOLDER.

No. 671—SUGAR.

No. 671—CREAM.

No. 671—COFFEE.

The Toronto Silver Plate Co.

(LIMITED)

are Manufacturers of

Sterling Silver Hollow and Flatware
Electro Silver Plate
Casket Hardware

and make a Specialty of

SILVERWARE for Hotel, Club, Dining Car and Steamboat use.

No. 671—TEA POT.

No. 171—BUTTER.

No. 12—SALAD CASTER.

No. 678—SYRUP AND PLATE.

No. 2012—SOUP TUREEN.

No. 2011—SOUP TUREEN.

FACTORIES AND SALESROOMS:

KING ST. WEST, TORONTO, CAN.

E. G. GOODERHAM, Manager and Sec.-Treas.

a great many wheels at a small margin of profit than a few wheels at a large margin of profit, their facilities having been increased to enable them to produce far more machines in a season than formerly.

At any rate wheels are down in price, and the man or woman will be poor indeed who will be unable to afford a new mount this year.

THE CHAINLESS BICYCLE.

Last fall the wheeling interests, both of the manufacturer and the rider, were much excited over the effect that the chainless wheel might have on the market during the coming season.

No change has yet been made in the bicycle business, which has created so much interest. It seems, however, from present indications that the chainless wheel is not destined to cut much of a figure in the bicycle business, at least while it is manufactured on its present lines. All of the mechanical departments of the universities and the best mechanical engineers, both of Canada and the United States, have given it as their opinion that the chainless wheel cannot be made with bevel gears to run as easily as the chain model when clean.

It is well known that in all mechanical practice a bevel gear is only used where it cannot possibly be avoided.

A self-locking seat post is attracting considerable attention among the leading manufacturers of Canada. When a saddle is weighted down with the rider the post is immovable in its place. Directly he dismounts the post is released, and the saddle can be conveniently removed for preventing thieves from riding away on the wheel.

An association has been formed in Paris to supply electric pacing by the hour, day or job. For an electric tandem to pace one man one hour per day the association will charge 300 francs per month, whilst for a machine to pace two men under similar conditions a charge of 450 francs per month will be made.

MACHINERY FOR THE MANUFACTURE OF STERLING SILVERWARE.

THE manufacture of sterling silver flat and hollow ware has, since the increase in the duty, grown to be quite a large industry in Canada. Although it would hardly be credited by those theoretic free traders who insist that in all cases the price of goods is increased by exactly the amount of duty, it is nevertheless a fact that since the increase of duty a couple of years ago, the prices of these goods have been materially reduced. Indeed, so much has this been the case, that many lines of staple sterling silverware can be purchased in Canada as cheaply as in the United States, and considerably less than in Great Britain. Although the manufacture of sterling silver hollow ware has only been introduced into the factory of the Toronto Silver Plate Co. during the past year, their existing facilities were so great that but little extra machinery was required to fully equip them for the proper and economic manufacture of this new line. Whatever has been found necessary, they have introduced, and to-day their factory is well abreast of similar concerns in the United States. We present to our readers herewith a couple of engravings showing some of the heavy machinery used by the Toronto Silver Plate Co. in the manufacture of these popular goods, from which our readers may form a tolerably correct idea of the power and skill required. The company will be very glad to show their customers the entire process, should any of them express a desire to see how it is done when visiting their works.

AN ENTERPRISING RETAIL FIRM.

HANEY & CO., hardware merchants, Tilsonburg, who recently moved into new premises, one door from their former place of business, have now got nicely settled. Their new store is 24 feet wide by 55 feet deep. It has a nice plate glass front, and the shelving in the store is of an up-to-date character. One of the special features of the store is an attractive glass case in two compartments. The upper part is similar to an ordinary counter showcase. The lower part is the unique feature about it, being the same height as an ordinary counter front. The front and ends are of plate glass, while the back is fitted with sliding doors, with mirror fronts. Across the middle of the front plate glass is a brass rod 1 ½ inches in diameter, which runs from end to end as a protection to the glass. This lower case can be used to great advantage for bicycle parts and sundries, or for plated ware in its season. The whole case is 10 feet long, 4 feet high, 26 inches wide ; the lower case is 30 inches high. This case can be got up at very little cost, and is an ornament to any store. Another feature which is worthy of mention is a neat table running crossways in the store, on which enamelled ware and tinware can be nicely displayed. Haney & Co. are to be congratulated upon their enterprise.

PIONEER FENCE MAKERS.

Fencing to-day is a necessary adjunct to every well-equipped stock of hardware, whereas a few years ago not a rod of it was being stocked. It was handled direct from the manufacturers then. The Ontario Wire Fencing Co., Limited, Picton, Ont., whose advertisement appears in another column, can, with great reason, claim to be the pioneer fence manufacturers of America, as they claim to manufacture fully one-third of the quantity used in the Dominion. They were the first to undertake the manufacture of woven wire fencing, and are confident that they sold many times more than any other maker. They were the originators of "Hex" poultry and trellis nettings in Canada, in which they use the best quality of galvanized steel wire. By so doing they have practically revolutionized the trade in both countries by producing goods far superior to any of the kind ever offered in any market. This enterprising firm are now preparing several new designs in fencings, and will then be in a position to fill the wants of the most fastidious buyer, and at prices that will put a good fence within the reach of the poorest. The Ontario Wire Fencing Co., Limited, are issuing a new catalogue to the trade, giving full particulars, with designs of the different grades manufactured by them. Write for one, and mention HARDWARE AND METAL.

REMODELLED HARDWARE PREMISES.

THE JOHN BOWMAN HARDWARE & COAL CO., of London, have completely remodelled the premises formerly occupied by the late firm of Bowman, Kennedy & Co. The private offices and counting rooms are in hardwood, mahogany finish, and are handsome and tasteful in design. The packing room has been greatly enlarged so that five packers can work at once, and five to ten carloads of goods a day can be handled without confusion. New sample tables have been placed the whole length of the upper wareroom and show an endless variety of goods, such as builders' hardware, all lines of German and English goods, a splendid display of cutlery, etc. The upper flats of the spacious warehouse are full of harvest tools, spades and shovels, screen doors and windows, and all other lines, The two rear warehouses contain a large stock of glass, cordage, paints, oils, grindstones, building paper, etc. The whole stock has been bought for cash, and the new firm is prospering and ready to fill all orders promptly. Its motto is good treatment, good value, and prompt and courteous attention to their patrons.

GENUINE EMERY, EMERY CLOTH, AND BLACK LEAD.

JOHN OAKEY & SONS

. . Manufacturers of . .

Glass, Flint and Garnet Paper, Emery and Glass Cloth; Emery, Black Lead, Emery Wheels, Pumice, Putty Powder, Crocus, Urn Powder, Tripoli, Rouge, Plate Powder, Steel Polish, Furniture Polish, Knife Boards, Brunswick and Berlin Black, Etc. . . . .

Oakey's Wellington Knife Polish

Prepared expressly for Oakey's and other Knife Boards, Buff Leather Boards, and all the Patent Knife Cleaning Machines. Sold in canisters with Perforated Tops to prevent waste, at 1d., 2d., 3d., 6d., 1s., 2s. 6d., and 4s. each.

Oakey's Non-Mercurial Silversmith's Soap

For Cleaning and Polishing Silver, Plate Glass, Marble, etc. Tablets, 6d. each.

Oakey's "Polybrilliant" (Registered)

A Magic Pomade for Cleaning Brass, Copper, Tin, Pewter, Britannia Metal, Etc. Never becomes dry and hard like other Metal Paste. Tins, 1d., 2d., 3d., and 6d. each.

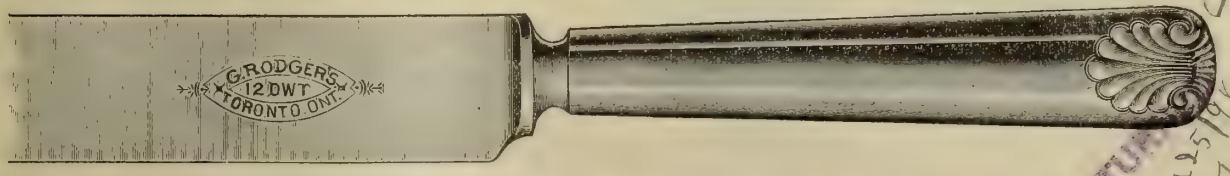
Wellington Block Black Lead In 1d., 2d., and 4d. Blocks, and 1s., Boxes.

WELLINGTON EMERY AND BLACK LEAD MILLS, Westminster Bridge Road, London, S.E.

Agent—JOHN FORMAN, Montreal. Highest Award and Prize Medal, Philadelphia Exhibition, 1876; and Boston, 1883. Gold Medal, Crystal Palace, 1884.

Do You Know

That **all Flatware** bearing the stamp **"G. Rodgers"**



IS ABSOLUTELY GUARANTEED?

We will replace **Free of Charge** any that does not prove satisfactory. Can we offer you stronger proof of our confidence in our own goods? We know the quality of them and wish that you did also.

Our line of Hollow Ware is the Best Selling Line in Canada.

A POST CARD WILL FETCH OUR CATALOGUE TO YOU.

Standard Silver Co., Limited 31-43 Hayter St., **TORONTO**

"BRADLEY" THH.

Best Charcoal Tin Plates and

"BILSTON"

TINNED SHEETS are THE BEST for Roofing, and Creamery and Cheese Factory Utensils.

Agent: ALEXANDER GIBB,
22 St. John St., MONTREAL.

Garden Barrows

Cheapest and Best in the Market

WRITE FOR PRICES

Cleland Bros. & Co.

MEAFORD, ONT.

Eastern Representative
ALEXANDER GIBB,
22 St. John Street,
Telephone 2343. MONTREAL.

W. GILBERTSON & CO.

Limited.

Ponterdawe Steel, Galvanizing and Tinplate Works

Ponterdawe, near Swansea **South Wales.**

Makers of . . .

Best Siemen's, and Best Siemen's Basic Steel, Steel Sheets. . . . .

Galvanized *patent flattened* and Corrugated Sheets: Brands are, *"Lincoln," "Comet," "Regina," "Gwyned,"* also *Tinplates and Terneplates* of all best makes. (No Bessemer quality made.)

ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

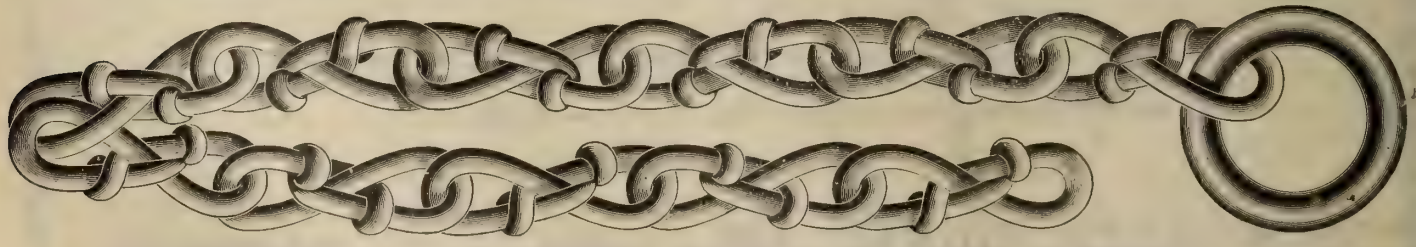
Iron, Steel, Brass and Copper . . . **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

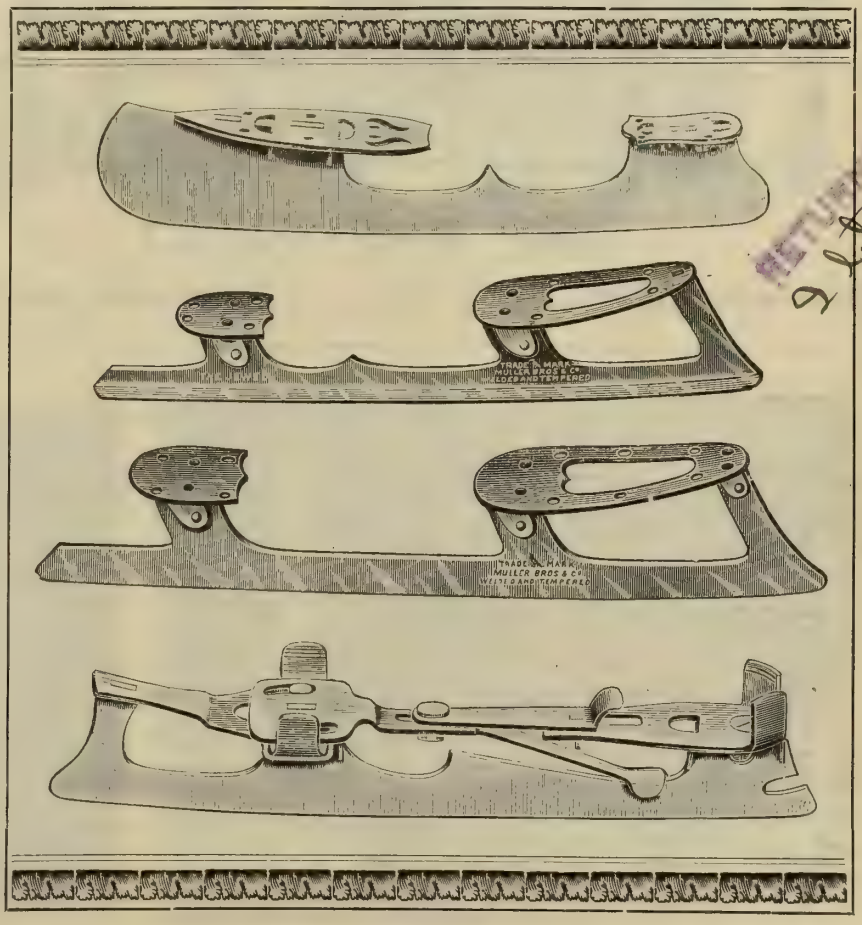
ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

Muller's Hockey and Spring... Season 1898-9

SKATES

Latest Designs. Strength and Temper Unsurpassed.

Full line of these patterns in all qualities and finish for Season 1898-9...



Also full range in

Hockey Sticks

and Sundries...

We are prepared to book orders for next season's delivery. Correspondence solicited. Early shipments guaranteed.

HOWDEN, STARKE & CO.

Wholesale Hardware Merchants

14 St. Peter Street, MONTREAL

STAR HACK SAWS
BUTCHER SAWS
BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than $1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

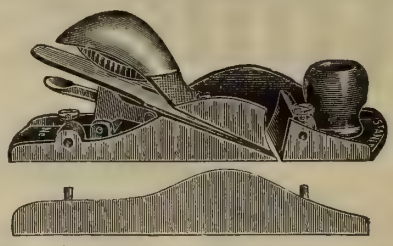
MILLERS FALLS CO. 93 Reade Street NEW YORK

IMPROVED
Labor-Saving
CARPENTERS' TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

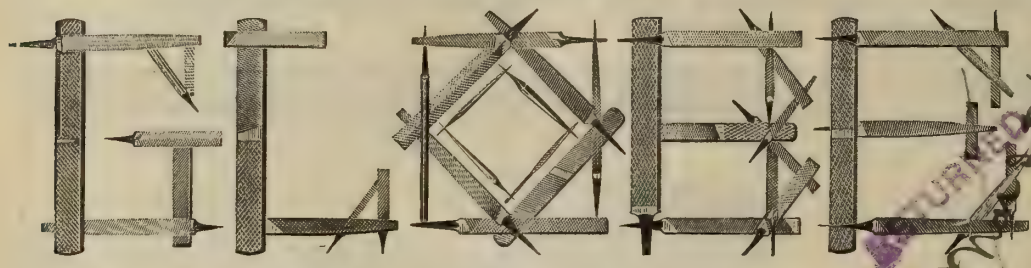
STANLEY'S RABBET AND BLOCK PLANE.



A detachable side will easily change this Tool from a Block Plane to a Rabbet Plane, or *vice versa*. The cutter is set on a *skew*.

No. **140.** Rabbet and Block Plane, with detachable side, 7 inches in length, 1¾ inch cutter ----------$1 25

GLOBE BRAND FILES AND RASPS ARE STANDARD.

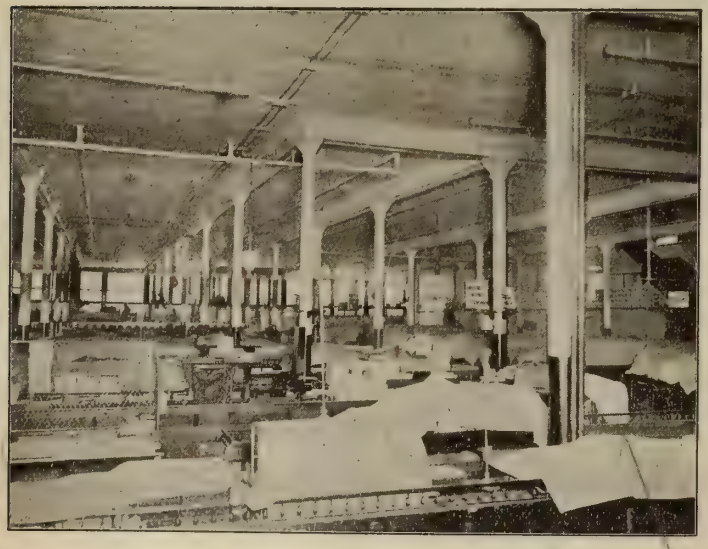


ARE THE BEST

Superior Steel!
Sharp Teeth!
Thorough Temper!

All the prominent saw mills, machinery manufacturers, iron foundries, and users of files generally, acknowledge that the above brand are the best value goods in the market.

Manufactory, PORT HOPE, Ont. **Warehouse, No. 30 St. Dizier St., MONTREAL, Que.**



T. EATON CO., LIMITED, QUEEN ST. SECTION
Lighted with Luxfer Prisms.

T. EATON CO., LIMITED, YONGE ST. SECTION
Lighted with ordinary glass and light wells.

3,000 Square Feet of Floor Space Saved by Using

LUXFER PRISMS

For Catalogue or Estimate, write

LUXFER PRISM COMPANY, Limited, - 58 Yonge St., TORONTO

There are no others which offer the same value as

Eastlake Steel Shingles

One Shingle—23 x 18.

They are reliable—just as represented.

Our patent telescopic side lock and concealed water gutter make **leakage absolutely impossible.**

This special side lock is only found in EASTLAKE Shingles.

It is so perfectly constructed that it cannot be crushed out of shape, and admits of these shingles, which are accurately squared, being laid much more quickly than others.

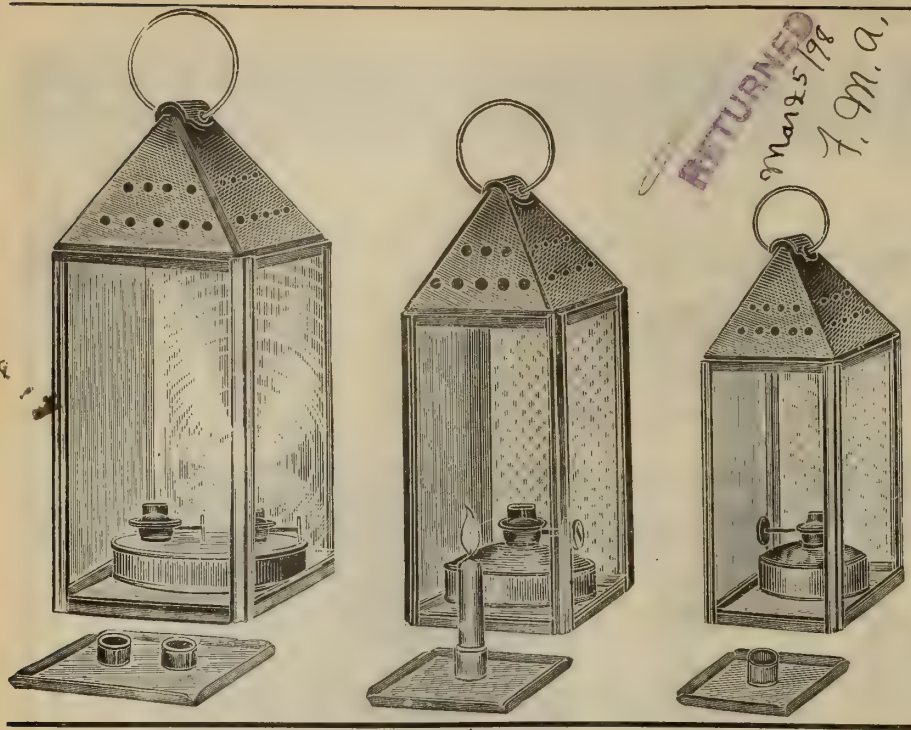
They have never failed to give thorough, durable protection. Their rust-proof, fire-proof and storm-proof qualities have been fairly proved, and people all over the country are learning that the surest economy and best results are gained by using **EASTLAKE** Shingles.

If you havn't them in stock, you will find it pay to send for our Catalogue and Price List.

Metallic Roofing Co.

Limited

1179 KING W., TORONTO.



RETURNED
Mar 25 98
T. M. A.

Strong! Practical! Cheap!

"KLONDYKE 1898"

GOLD FINDERS' LANTERNS

Three sizes Square Lanterns. Will burn either Candles or Fish or Sweet Oil.

No. 1. Size 10x3½, with Oil Pot and Burner, and Candle Socket.

No. 2. Size 11x4½, with Oil Pot and Burner, and Candle Socket.

No. 3. Size 12x5½, with Oil Pot and 2 Burners, and Candle Socket.

Japanned Blue and Nested. Packed in Cardboard Box, containing one pound of Sperm Candles, and sufficient Wick in Burner for one year's use.

Above packed in cases containing 8 nests (Two Dozen Lanterns). Manufactured expressly for the Mining Trade. Easily handled, and no breakage.

Prices on application.

THE ONTARIO LANTERN CO.

WALTER GROSE Sole Selling Agent, **Montreal** — **HAMILTON** ONT.

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal.

SOULANGES CANAL.

Notice to Manufacturers of and Dealers in Cement.

SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for Cement," will be received at this office up to noon on Saturday, 9th April, 1898, for the supply and delivery of 120,000 barrels, or any portion thereof, of Portland Cement.

Specifications and forms of tender can be obtained by the parties tendering at the office of the Chief Engineer of Railways and Canals, Ottawa.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation, and place of residence of each member of the same, and further, an accepted bank cheque for 10 per cent. of the total amount tendered for must accompany the tender. This acoepted cheque must be endersed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering intc contract for the work at the rates and on the terms stated in the offer submitted.

The accepted cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not, however, bind itself to accept the lowest or any tender.

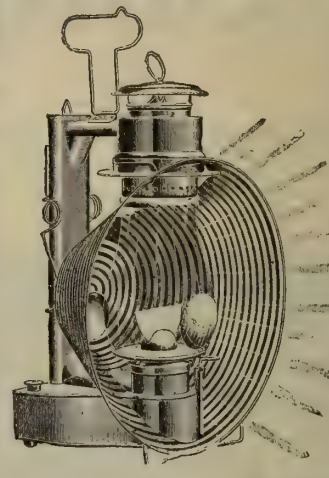
By order.
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 8th March, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (14)

E. T. WRIGHT & CO.

No. 20. Search Lights.

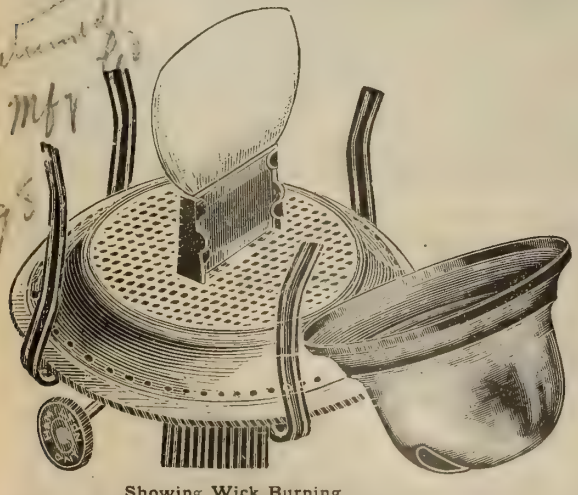


No. 20. Search Lights.

HAMILTON - CANADA.

ASK FOR THE

Safety Extinguishing Banner Burner.



Showing Wick Burning.

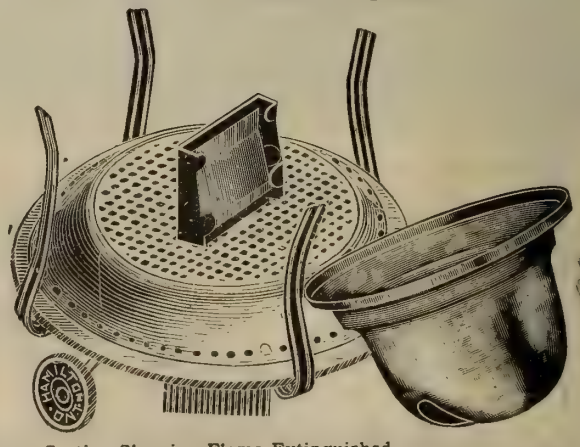
Self-Extinguishing

No Smoke

No Smell

To put out the light, turn down the wick as far as it will go, and it is extinguished at once. A child can operate a Lamp with the Safety Banner Burner. It is impossible for the wick to leave the burner and drop down into the oil.

No more blowing out Lamps!
No more explosions!



Section Showing Flame Extinguished.

The "INGRAM" Safety Extinguisher

which is used in this Burner, is the only reliable Extinguisher made, being simple and durable, and cannot get out of order. It gives a perfect light, no crusting of tube, and leaves the wick ready for re-lighting; therefore, it is not necessary to trim the wick with scissors, or by any other process.

Manufactured by THE ONTARIO LANTERN CO., Hamilton, Ont.

Alexander Gibb

MANUFACTURERS' AGENT and METAL BROKER . . . . . .

22 St. John Street, MONTREAL.

Direct Representative of Leading Manufacturers of

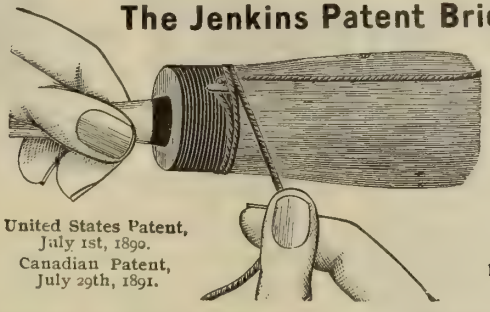
Tinplates	Norway Iron and Steel
Terneplates	Soft Steel Hoops and Bands
Tinned Sheets	Brass and Copper Sheets, etc.
Canada Plates	Ingot Tin
Galvanized Sheets	Sheet Zinc and Spelter
Corrugated Sheets	Pig Lead
Polished Steel Sheets	White and Red Lead, Litharge, etc.
Black Sheets—Iron and Steel	Proved Coil Chain
Solid Steel, Seamless and Tinned	Trace Chains, etc.
	Hollow Ware "Lava" Enamelled, Polished

Wheelbarrows of all kinds.
Drag and Wheel Scrapers, Plows, etc.
Dry Colors, Ochres, Siennas, Umbers, etc.

PRICES AND QUALITY RIGHT. ENQUIRIES SOLICITED.

The LONDON BRUSH FACTORY

The Jenkins Patent Bridle Catch



United States Patent, July 1st, 1890.
Canadian Patent, July 29th, 1891.

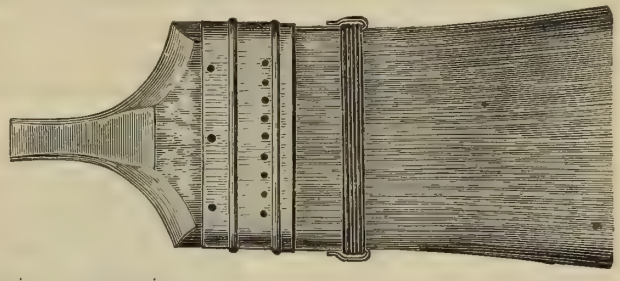
To Master Painters and Dealers.

Manufacturers of all classes of

BRUSHES AND BROOMS

FOR THE HARDWARE TRADE.

We wish to call attention to the fact that all our Paint and Varnish Brushes are fitted with the Jenkins Patent Bridle Catches. As all Practical Painters prefer to bridle their Brushes with Twine, these Patent Catches are indispensable. Try a sample lot of our new lines of Black Chinese Bristle Paint and Varnish Brushes, they sell at sight.



THOS. BRYAN, 61-65 Dundas St., **London, Ont.**

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

Standard Steel Toe Calks

WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

Plumber and Steam-Fitter

PLUMBING AND HEATING NOTES.

PERMITS have been issued in Toronto to W. J. Daniels for a two-storey, rough-cast, brick dwelling at No. 68 St. Claren's avenue; to the trustees of the Christian Science church, for an addition to their church at the corner of Caer-Howell and Simcoe streets, to cost $10,000; to the North American Life Assurance Co., for the erection of a three-storey brick and stone factory on Pearl street, near York, to cost $8,000; to A. J. Woodley, for a pair of semi-detached brick dwellings on Avenue road, to cost $7,500; to H. S. Strathy, for a brick dwelling on Bernard avenue, to cost $3,200; to the T. Eaton Co., Limited, for an addition to their store on Yonge street, to cost $2,500; to the trustees of the monastry of Our Lady of Charity, on West Lodge avenue, for a brick addition, to cost $20,000; to A. E. Skinner, for a two-storey brick addition to 32 Alexander street, to cost $700.

The Arnprior Watchman is agitating for a system of waterworks for that town.

The Ontario Lead and Wire Co., of Toronto, Limited, are busy at work upon a new catalogue of plumbing supplies. It will be issued in a week or two, and promises to be a most elaborate affair.

The plans for the Kent county House of Refuge have been approved by Dr. Chamberlain, Inspector of Charities. The building will cost $20,000, of which the Local Government pays $4,000.

PLUMBING AND HEATING CONTRACTS.

J. Watson & Co., of Montreal, have the contract for the heating of the Carsley building.

Beavis & Cook are overhauling the steamfitting and gasfitting in the Morrison building, 26 Front street west, Toronto.

Guest & Co., Toronto, secured the contract for the overhauling of the plumbing of the house of the governor of Toronto jail.

T. O'Connell, of Montreal, has the contract for the plumbing, heating, ventilating and electric fitting of a house for Mr. Tansey.

Rae & Skead, of Montreal, have secured the contract for plumbing, heating, ventilating and gas-fitting four houses for Mr. Bean.

The Bennett & Wright Co., Limited, Toronto, have contracts for the hot-water heating of a residence on Jarvis street for James Ryrie; for the plumbing of a residence in Rosedale for Jas. Henderson; and for the plumbing and hot-water heating of a residence for John A. McKee, Toronto.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, have secured contracts for hot-water heating for a dwelling for Capt. Milloy, on Bond street, Toronto.

E. C. Mount & Co., of Montreal, have secured the contract for the plumbing, heating, ventilating and roofing of a house for Thos. Finch; the heating of a house for A. F. Gault, also the heating of a store for Andrew Wilson.

FOREIGN CONTRACTS FOR RADIATORS.

CANADA has no need to be ashamed of the reception received in foreign countries by the radiators made within her boundaries. The Toronto Radiator Co., Limited, have secured orders for Safford radiators for the heating throughout of the Ruchell hospital, Glasgow, Scotland, and for the Bethnal Green Infirmary hospital, London, Eng. They have also just received a cable order for the Mutual Insurance building, in Wellington, New Zealand. These orders were won in the face of competition with the world, and speak for themselves.

IMPORTANCE OF ASSOCIATIONS.

The importance of this idea of association cannot be too strongly urged, neither can the great necessity of loyalty to the duties imposed by this membership be easily overestimated. Future years bring strongest proof of all sound arguments, and it is my firm conviction that it will not be long before the significance of league association work will have forced itself upon every master plumber in the land. Meanwhile, it remains for us pioneers, I might say, to keep our honored organization true to their highest ideals, thus helping on the advent of that great day when at last, united in firm and lasting bonds, the Master Plumbers' Association shall stand before us all and rule us, every one—a mighty type of justice.—Jas. Ahern.

E. A. Cawsey, of Stratford, has received the contract for the construction of the new city hall in Stratford. His tender was $29,000. There were 21 other tenders, the highest being $38,900.

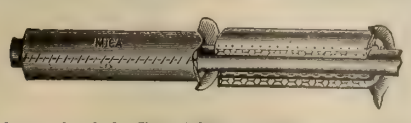
T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co. Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

MICA PIPE COVERING



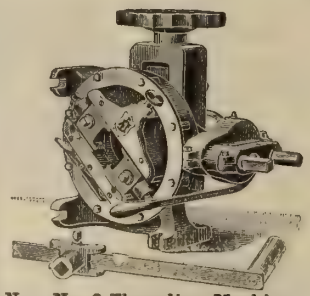
Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.



New No. 0 Threading Machine.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office, **139 Centre Street**

Bridgeport, Conn.

OFFICERS OF THE TORONTO ASSOCIATION.

SINCE the reorganization of the Toronto Master Plumbers' Association in February, 1896, the affairs of that body have progressed most satisfactorily, till now everything is in an encouraging condition. On February 28 the annual meeting was held, and, as noted in these columns, at the time, officers were elected for the ensuing year. HARDWARE AND METAL takes pleasure in presenting to its readers photo-gravures of the newly-elected officers, with a short sketch of the business career of each.

J. B. Fitzsimons, President.

J. B. Fitzsimons, the newly elected president of the association, has filled the chair for the most of the past year, since the retirement of the late president from business in Toronto.

Mr. Fitzsimons hails from Dublin, Ireland, coming direct to Toronto in the summer of 1856, being at that time about fourteen years old. Shortly after, he began the plumbing business in the employ of Thomson, Keith & Co., which afterwards became D. S. Keith, and then again D. S. Keith & Co., in which he became a partner. After the retirement of Mr. D. S. Keith, the firm became Keith & Fitzsimons, the firm being composed of the retiring partner's son, Mr. Alex. Keith, and Mr. Fitzsimons. About four years ago the firm was turned into a joint stock company, with the subject of this sketch president and manager, and his son, Wilmot, secretary-treasurer.

James H. Wilson, 1st Vice.

The firm has always done a large business in plumbing and steam-fitting, from Halifax to Windsor, besides dealing largely in fine gas fixtures and glassware. Over ten years ago they added to their business the manufacture of gas and electric lighting fixtures, in which they do a large and increasing trade. They also make all kinds of ecclesiastical brass work, and are well known among all the clergy for the excellency of this work.

Mr. Fitzsimons has resided in Toronto since he began business, and can now be looked on as one of the oldest, if not the oldest, master plumber in the city. He has seen many changes in his day, and if so desired could "many a tale unfold."

W. G. Ritchie, Secretary.

The association look forward to much success during the coming year of Mr. Fitzsimons' presidentship.

Mr. James H. Wilson, the 1st vice-president of the association, is a native of "Auld Scotia," beginning work at his trade in Glasgow. As is the rule in Scotland, Mr. Wilson took sufficient time to learn his trade thoroughly, serving a seven years' apprenticeship in one of the largest shops in Glasgow. He then took charge of a branch shop in the south of Ireland, after carrying on which successfully for some time he came to Canada. Sixteen years ago he began work with John Ritchie & Co., where he acted as foreman for about eight years, when he became manager of the business. About three years ago the firm became a joint stock company, the John Ritchie Plumbing and Heating Co., Limited, Mr. Ritchie being president and Mr. Wilson vice-president. On the death of Mr. Ritchie, in September, 1896, Mr. Wilson was appointed president of the company, under the old style. This company does an extensive business in all lines of plumbing, gas-fitting, electric fixing, steam and hot-water heating, etc.

J. R. Seager, Sergeant-at-Arms.

The association believes in developing its new blood, and so have elected to the office of 2nd vice-president a comparatively young man, Mr. C. A. Bates, of Bates & Robinson, Spadina avenue, Toronto. Mr. Bates started to learn his trade with Keith & Fitzsimons, about twelve years ago, from which firm he went to R. Jordan's, where he finished his apprenticeship. After finishing his time he took a trip through Great Britain, visiting some of the large, progressive plumbing and heating firms there. Coming back to Toronto, he worked with several of the large firms here until two years ago, when he started in business with R. T. Robinson, a former Kingston steam-fitter, who had been working for some time with the Gurney Foundry Co., Limited. The progress of the partnership has been steady, and the firm is now conducting a satisfactory business as sanitary and heating engineers.

C. A. Bates, 2nd Vice.

W. G. Ritchie, the secretary, is a son of the late John Ritchie, with whom he was brought up in the business of plumbing, gas-fitting and steam and water heating in all their branches. Mr. Ritchie has had an extensive experience with several United States firms, where he made heating of private residences and green-houses a specialty. He had the management of, and carried to a successful completion, many large jobs during his bussiness relations with his father, the United States firms, and with the firm of W. G. Ritchie & Co., of which he is president and manager.

Alex. Fiddes, Treasurer.

Alex. Fiddes has been treasurer of the association since its reorganization in February, 1896. He is a native of Aberledy, in Haddingtonshire, Scotland, and began his plumbing career in Edinburgh about forty years ago. After serving the Scotch term of apprenticeship, seven years, he worked in each of the three kingdoms, Scotland, England and Ireland. Twenty-five years ago he came to Canada, settling in Toronto, where he worked for about ten years, after which a partnership was formed between Mr. Henry Hogarth and himself, under the style Fiddes & Hogarth. This partnership still continues. The firm do a large business as general plumbers and gas and steam-fitters. Mr. Fiddes

has always taken an active interest in association work among the plumbers, and was one of the promoters, and first president, of the original Master Plumbers' Association.

Another young man the members of the association have honored with an office is J. R. Seager, 872 Queen street west, who has been appointed sergeant-at-arms. Seven years ago Mr. Seager started at plumbing, etc., with W. R. Ross & Co., at the present place of business. On Mr. Ross' retirement from business, three years ago, he became sole proprietor. Although his business includes plumbing and steam and gas-fitting, Mr. Seager makes plumbing a specialty, and has experienced from the beginning a steady increase, till now his business is ia a very satisfactory condition.

AN UP-TO-DATE FIRM.

WITH the eyes of all Canada, as well as the most of the civilized world, turned Klondyke-ward, our manufacturers have turned their attention to the possibilities and requirements of the gold region, and found their ingenuity and enterprize were fully taxed. Foremost amongst these was the Thomas Davidson Manufacturing Co., Limited, Montreal. The result of their efforts was a complete line of gold miners' supplies, their aluminum camp outfit being worthy of especial mention. This set comprises three large covered pails, with plates and cups for six men, yet weighs only 3 lbs. 5 ozs., combining durability and compactness therewith. The covers, having folding handles, make the neatest frypans imaginable. Pioneers of the stamped ware industry, they have, at all times, been in the vanguard, from its infancy to its present vast proportions ; and to their inventive genius must be credited many of the improvements that have marked the growth of the trade in this particular line.

The company have filled large orders for the west, some of them have come through San Francisco and Chicago wholesale houses, which show that the United States firms appreciate the fact that Canada is the place to buy their supplies for the Yukon, although their newspapers and railway companies do not always say so.

With the introduction of the enamelled ware industry in Canada, the firm also added therewith a full line of deep, drawn and spun ware, especially in covered pots, seamless pails and rice boilers, that are increasing in favor daily with their trade from ocean to ocean. Aside from their own lines of manufactures they do an extensive jobbing trade in house-furnishing novelties, their latest success in this line being the introduction in Canada of the "New Process" blue flame oil stove, three years ago, which enjoys an ever increasing trade. No change has been made in the burner, which has always been perfect, but this year's stove has many novel features which simplify its operation.

The business of the Thomas Davidson Manufacturing Co. increased enormously within the last few years, until to-day their works cover two blocks, buildings having a floor area of about 9¾ acres, and they are still pressed for room. They employ between 500 and 600 hands (a little town in itself). The firm was established in 1860 by the late Thomas Davidson, and incorporated in 1895. The management is progressive, and believe in keeping their customers supplied with new goods and "trade catchers," and it is their effort to lead and have their customers keep ahead of their competitors.

NEW PLUMBING SUPPLY CATALOGUE.

The Ontario Lead and Barb Wire Co., Limited, are busy getting out a new catalogue on plumbers' supplies. It will be about 200 pages, and promises to be one of the finest catalogues on plumbers' supplies ever issued in Canada.

HORSE NAILS FREE

from any imperfection, is our constant aim ; to attain which, we have, during the past thirty-three years of our manufacturing career, confined ourselves to the use of only the best obtainable qualities of charcoal refined Swedish rolled nail rods. These are hot forged, and pointed and finished in machines only used by ourselves in Canada. We further carefully examine by hand and reject all nails not conforming to the highest standard of excellence demanded by goods bearing our name and trade mark—the letter "**C**." We warrant every nail to be perfect and ready for immediate use. They combine all the best features of any nail in the world. They are the best known in Canada, and the easiest to sell, therefore the best for you to purchase. We shall appreciate your preference for our "**C**" Brand in your orders to your dealer through whom you purchase.

SAMPLES, OR OTHER INFORMATION ON APPLICATION.

CANADA HORSE NAIL CO.

MONTREAL.

96 St. Peter Street,
QUEBEC.

22-24 St. James Street,
QUEBEC.

MECHANICS SUPPLY CO.

SOLE AGENTS FOR

Toronto Radiator Mfg. Co., Toronto.
Safford Radiators, for Hot Water and Steam.

Toronto Steel-Clad Bath and Metal Co.
"Steel-Clad," "All-Steel" and "Duplex" Baths.

Jas. Morrison Brass Mfg. Co., Toronto.
Plumbers' and Steam-Fitters' Brass Goods.

Penberthy Injector Co., Detroit.
Penberthy Injector, Oil Cups, etc.

Warden King & Son, Montreal.
"Daisy" Hot Water Boilers, etc.

Canadian Asbestos Co., Montreal.
Full line of Asbestos Products.

Goulds Manufacturing Co., Seneca Falls.
Pumps of all descriptions.

L. S. Starrett Co., Athol, Mass.
Fine Machinists' Tools.

Morse Twist Drill Co., New Bedford.
Twist Drills, Reamers, etc.

D. E. Whiton Machine Co., New London.
Lathe and Drill Chucks.

Metallic Roofing Co., Toronto.
Stamped Steel Ceilings, etc.

AND MANY OTHERS.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 18, 1898.

HARDWARE.

THE chief feature in hardware jobbing circles in this city, at present, is the exceptionally brisk demand for goods from British Columbia and the Northwest. Every mail brings in its large sheaf of orders for general assortments of hardware, and the movement in this connection, if continued, means that the aggregate volume of spring business this year will be very much larger than last. In other sections the volume of business is of an ordinary character. Values generally continue steady. Plain and barbed wire are moving quietly, and orders are also coming in for forward delivery. The same applies to wire nails. Horse nails are quite active, and so are bolts and rivets. Spades and shovels are well enquired for, and jobbers' stocks are light. Cutlery is in brisk enquiry, also hinges, shot and cordage. Import orders for cement are increasing, and values are very firm in tone.

BARB WIRE — There has been a quiet trade in barbed wire, and prices are steady at $2 f.o.b. Montreal.

PLAIN WIRE—There has been a good business doing in oiled and annealed wire, and prices are steady. Discounts are 35 per cent. on oiled and annealed and annealed and 30 per cent. on galvanized, with usual terms.

WIRE NAILS—Demand has been moderately active, both for prompt and future delivery. Prices are steady at $1.90 f.o.b. Montreal, with an allowance of 5c. for carload lots; terms, 4 months, 3 per cent. off.

CUT NAILS—Continue much the same as last noted, demand from the Northwest for spring shipment being a feature. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Regular brands are held steady, with discounts of 50 per cent., but cheap descriptions, which are sold to meet maritime province competition, are quoted at 50 and 20 per cent. Demand is moderately active.

HORSESHOES—Dull but steady. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—There is a fairly good business n screws and discounts are the same: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BRASS AND COPPER WIRE—Steady and unchanged at 20c. up to 16 gauge on the former and to 10 guage on the latter.

BOLTS — There is a good enquiry for carriage bolts and stove bolts. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS—Business fairly active and prices steady. Discounts are as follows: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

FILES—Unchanged. We quote: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—In fair demand and prices steady.

SPADES AND SHOVELS—Quite a few of these are being asked for and jobbers' stocks are not well assorted. Discounts are unchanged.

HARVEST TOOLS — The same remarks apply to these.

CUTLERY—There is a good demand for Klondyke wants, and jobbers here have fitted out several large parties this week.

BUILDING PAPER —Business is moderate and prices steady. We quote: 25c. for plain, 35c. for tarred lining, and $1.30 to $1.45 for roofing paper.

HINGES —There is a fair demand for these and we quote on the basis of $3.50 per 100 lbs. for strap and barn door hinges.

SHOT —There is a good demand for shot. Values are steady at 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

CORDAGE—There is no change in this line, demand being fair. We quote: Sisal, 7-16 and upward, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

CEMENT—There have been quite a few enquiries for cement for forward shipment, and prices are firm at $2.10 to $2.20 for English, and $1.85 to $2.05 for Belgian.

FIREBRICKS — Steady and unchanged at $16 to $21 per 1,000, as to brand.

METALS.

Demand for forward shipment is well maintained, and all the indications point to a good spring turnover. Values generally are firm, with one or two exceptions.

PIG IRON—No new business is noted in pig iron, and prices are unchanged. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; Buffalo, $16.

BAR IRON—There has been no change on spot in bar iron, but less has been accepted at eastern points in Quebec province to meet lower port competition. We quote $1.45 to $1.50.

BAND IRON—A moderate enquiry is noted at $1.75.

HOOP IRON—Without change, demand ruling quite fair at $2 to $2.10.

SHEET IRON—The firmer feeling noted last is fully maintained while enquiry is good. We quote: $2.15 on 10 to 16 gauge; $1.90 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—Quiet and steady at $2.25 for No. 24.

LEAD PIPE—Unchanged but firm, at 7c. for lead pipe and 7½c. for composition waste; discounts, 27½ per cent.

GALVANIZED IRON — There is a good enquiry for galvanized iron, and the firm disposition noted last week continues. We quote: Queen's Head, $4.10 to $4.25, and Blue Jay, $3.75 to $3,95 for No. 28 gauge.

TINNED IRON—Unchanged at 5½c. for 6 x 30., No. 24.

PIG LEAD—Very firmly held at $3.75.

INGOT TIN—There is no change in tin, which rules steady this week at 16c.

INGOT COPPER—The firmness noted last week in copper has been accentuated, and we quote 12½ to 12¾c.

SHEET COPPER—The firm tendency on this is retained at primary points. We quote: Sheathing copper, 14½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—In fair demand for prompt and future shipment at $2.10 to $2.15.

TIN PLATE—Some large import orders were placed this week, and values are quite firm. We quote: Coke, I. C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I. X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

APOLLO WORKS EASY.

A galvanized-iron job—any job—is easiest done with perfect iron; difficult work especially.

Time is money, and doubt is money too.

You can always get what you want of Apollo promptly.

Is there any good reason for ever using poor iron?

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, **MONTREAL**

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TERNE PLATE—Steady with a fair demand at $5.75 to $6.

COIL CHAIN—Continues quite brisk as follows: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—There has been a lot of hunting around on the market for sheet zinc, which is very scarce. Prices are firmly held, at 5½c. in casks and smaller quantities, 5¾c.

SOLDER—Steady, at 11 to 11½c.

SPELTER—As last reported, at $4.60 to $4.70.

ANTIMONY—Quiet, with values in buyers' favor at 9c.

IRON PIPE—In fair demand. We quote: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2.25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSETS—Unchanged. Ordinary washout, $12.50 to $18.50, and Siphon closets, $25 to $46, as to grade, complete with all fixings.

GLASS.

The firm feeling in window glass is retained under diminishing stocks. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

Reports from the various makers indicate a steady improvement in the amount of business being done. No change in prices, however, is reported this week, the advances named in our last being maintained, while they have in no way checked the turnover. With the milder weather Paris green is being enquired for and some good orders are reported. Mixed paints of all kinds are particularily active at former prices. Stocks of zinc oxide and other items are reported light with some prospect of scarcity.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 47c.; boiled, 50c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 57c.; the same terms as linseed oil.

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

PARIS GREEN—Pure, in barrels, 14¼c., 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 50c.

COD OIL—In demand and firmly held. at 32½ to 37½c.

NAVAL STORES—Quiet and unchanged. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Rule firm, with a fair demand. We quote: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9 to 9½c. for No. 1, 8 to 8½c. for No. 2, and 7 to 7½c. for No. 3.

ASHES.

Steady. First pots, $3.50 to $3.60; and seconds, $3.15 to $3.20.

COAL.

Quiet and steady. Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60.

PETROLEUM.

There is a fair demand for petroleum for the season. We quote as follows: Canadian refined, 11½c. in car lots, and 12 to 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities

MONTREAL NOTES.

Stocks of zinc oxide and similar items are reported very light with every prospect of scarcity.

Sheet zinc, owing to its scarcity has been marked up a full ½c. per lb. by holders here, and is firm at the rise.

The exceptionally mild weather of the past week has caused a brisk demand from country points for Paris green.

The McClary Manufacturing Co., St. Peter street, have filled some large orders this week in outfitting Klondyke parties.

ONTARIO MARKETS.

TORONTO, March 18, 1898.

HARDWARE.

A DECIDED improvement is to be noted in the wholesale hardware trade, the volume of business during the past week having materially increased. This is not the experience of one wholesale house. It is the experience of all. The spring-like weather of the past few days is already having its effect on garden tools and spring goods generally, jobbers reporting that some retailers, who had booked their orders for these goods for April and May delivery, are now wanting immediate shipment. Oiled and annealed fence wire is in good demand. Coppered and brass wire will hereafter be sold on the net list. Wire nails are in good demand, but as there is now no understanding among the dealers and manufacturers, the price is somewhat unsettled. A slight improvement is to be noted in the demand for cut nails, The manufacturers have advanced the price of sisal rope another ¼c. per lb., and the demand for both sisal and manilla ropes is brisk.

BARB WIRE—Quite a number of shipments have already reached their destination, but a number are yet to follow. Prices remain much as before. We quote: $1.80 f.o.b. Cleveland, and $2 from stock. Terms, 30 days or 2 per cent.

ORDINARY FENCE WIRE—A large number of shipments of oiled and annealed wire have been made during the week. While there have been a number of shipments of galvanized wire from Cleveland, the demand for this line does not appear to be as good as it was last year. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC.—There has been a strong demand for coppered spring wire and coppered steel, while a good business has been done in tinners' wire. Coppered and brass wire are now sold at net prices.

WIRE NAILS—Quite a number of orders which were booked some little time ago have been completed during the past week. All the manufacturers report being busy, and a fairly active trade is being done. At the same time, however, prices are somewhat unsettled on account of the fact that an understanding as to uniform figures no longer exists. At the same time our quotations still stand as before, although they could doubtless be shaded for quantities. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—The demand shows some improvement, although no large quantities appear to be moving. We quote: Base price, $1.85 Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade in this line has shown a decided improvement during the past week. The discount is still 50 per cent.

HORSESHOES—Trade in this line is still

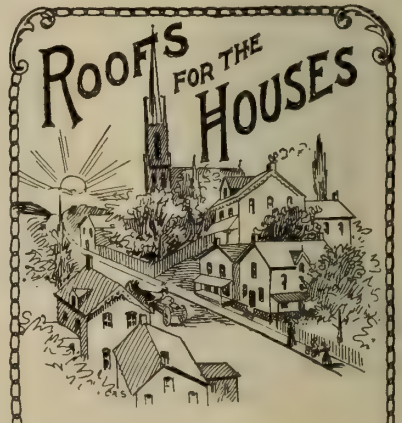
R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

PATENTS PROMPTLY SECURED
GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for free advice. MARION & MARION, Experts, Temple Building, Montreal.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



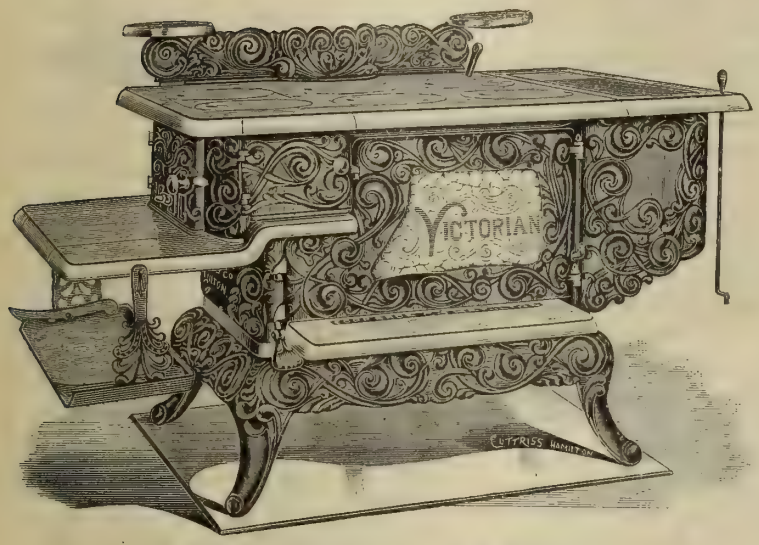
32 Years ago
we started the manufacture of sheet metal building materials, and this long experience enables us to offer intending builders all that is desirable in Steel Roofing, Steel Sidings, Steel Ceilings, etc.
We give You
the benefit of our long experience—any of our big catalogues—and up-to-date information on these goods on receipt of a post card.
The Pedlar Metal Roofing Co.
OSHAWA, ONT.

The Copp Bros. Co., Limited

Branches at . . . .
TORONTO, WINNIPEG and VANCOUVER.

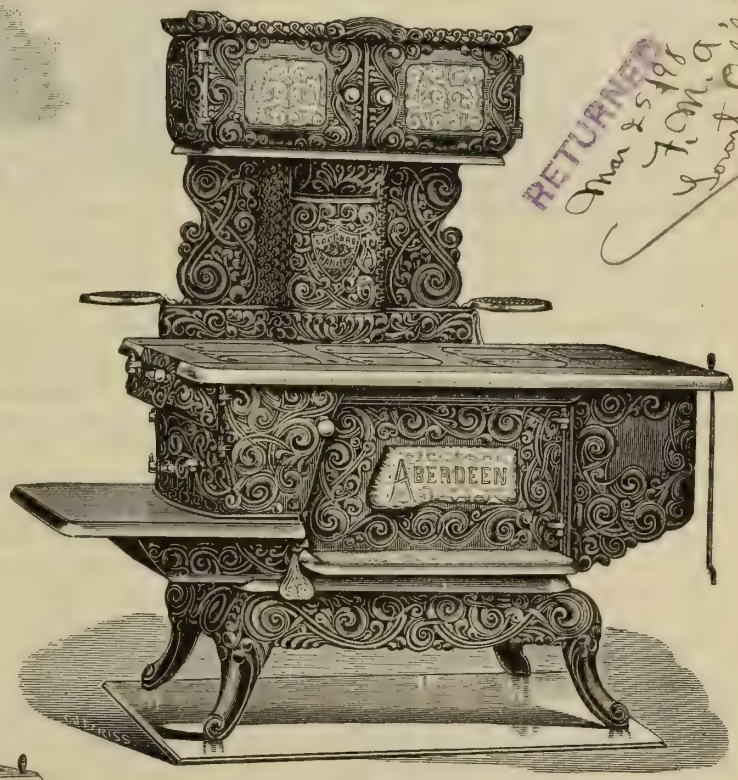
HAMILTON, CANADA.

We are pleased to have the opportunity of bringing to the notice of the whole Canadian trade, by this issue of HARDWARE AND METAL, three of our latest and most successful productions. The cut below represents our beautiful **Aberdeen Range,** for coal and wood. This range has been an extraordinary success from its very inception, proving particularly remarkable for three things. Its perfection in baking and cooking, its great economy, and its exceptionally handsome appearance. It is fitted with duplex grate, large draw out hearth, full nickel mountings, long fire box for wood, good fire door, a particularly fine shaped and ventilated oven, double action cut-off reservoir damper, etc., etc. Our guarantee is absolute, and since we have **never** had an Aberdeen fail we unhesitatingly warrant it—made in all styles and sizes.

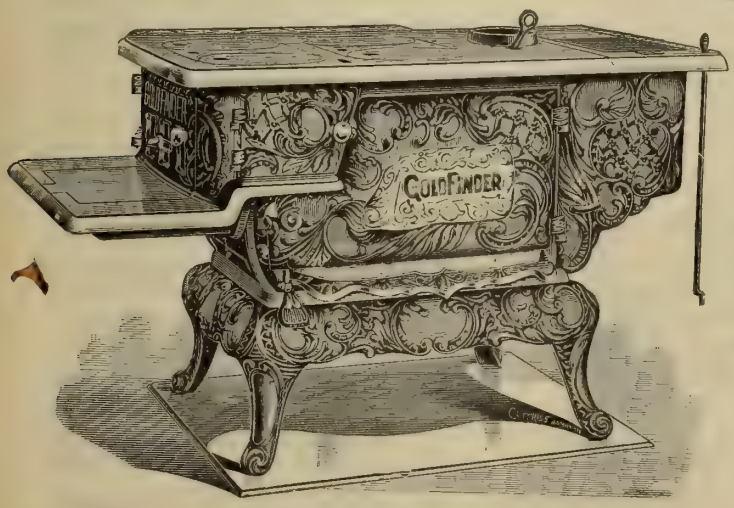


VICTORIAN RANGE.

In constructing the patterns of our Victorian Range we paid particular attention to securing roomy flues. Our efforts to give the trade a complete line of wood ranges have been crowned with success, the Victorian as a wood range proving as great a success as the Aberdeen has for coal. We claim for it all that can be claimed as a perfect baker and cooker, it having **never failed.** Its beauty of appearance, attractive style, modernness, handsome nickeled finish, duplex shelf, large hearth, roomy fire box and fire door, with a particularly fine oven make it the most desirable wood range on the market. Made in the following full inch measurement sizes, 9-22, 9 24, 9-26—steel or cast oven.



ABERDEEN RANGE.



GOLD FINDER.

Realizing that the trade was in need of a modern stove for wood at a medium price, we constructed the Gold Finder, fitting it with steel oven and ornamenting it in a particularly attractive style. Last year we were unable to fill our orders for this perfect working and attractive stove, and are preparing to supply an unusually large demand for it for 1898. A careful examination of the cut opposite will convince every stove man of the undoubted quick selling features of our Gold Finder. If you want a stove for competition secure its control at once, 20 in. and 22 in. ovens, 8 in. and 9 in. tops for both sizes.

quiet. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS.—There is no special feature to note, trade still being satisfactory. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Business in tire, carriage and machine bolts is brisk, being particularly so in the two last-named kinds. Discounts are: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS—Trade in this line remains satisfactory at unchanged prices. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto, (Norway iron) 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—A further advance of ¼c. per lb. has been made in the price of sisal rope by the manufacturers, and while some jobbers have followed this advance others are still quoting the old figures. Our quotations therefore have a wider range than usual. We quote: Sisal, 7-16 in. and larger, 7 to 7¼c.; ⅜ in., 7½ to 7¾c.; ¼ and 5-16 in., 8 to 8¼c.; 3-16 in., 8½ to 8¾c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—A nice improvement has taken place in trade during the week. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—These are going out more freely than for some months past. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—While the shipments of leather belting have not been large, yet enquiries for quotations are numerous. A number of enquiries have also been received for rubber belting, and a few orders have been booked. Manufacturers of leather belting have advanced their prices 10 per cent. owing to the increased cost of the crude article. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES—Business in this line continues fair, but without any special feature. We quote as follows: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH—A few shipments have been made, but the bulk of orders are not expected till some time in April. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

CUTLERY — Trade keeps up well for cutlery of all kinds, and in addition to the demand from the Northwest and British Columbia a fair trade is being done on Ontario account.

SPADES AND SHOVELS—Not the same difficulty experienced in completing orders that there was a short time ago, although all the orders placed in the hands of manufacturers by jobbers are not yet nearly completed. Discounts, 45 and 2½ per cent.

HARVEST TOOLS—Shipments of orders that had been booked some time ago are now being made daily, but stocks in this line are far from being complete. Discount, 60, 10 and 5 per cent.

GARDEN SUPPLIES—Owing to the spring-like weather of the last few days, some of the retailers are ordering forward shipments which were ordinarily intended for April and May delivery. A number of orders have been booked for goods in this line.

GARDEN HOSE — A good many orders have been booked in this line and some dealers have already been asking to have shipments made. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER — The quantity of building paper shipped this week exceeds that of any week's shipment for some time past. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

SPORTING GOODS — The demand for rifles, revolvers and guns is increasing, although it is yet early in the season.

BINDER TWINE—There is not a great deal doing, but prices are steady. Pure manilla, of United States make, is being quoted at 6⅝ to 6¾c. f.o.b. factory, and 7c. delivered.

CEMENT—There is a good demand picking up. As stocks of foreign cement are light, Canadian Portland is moving well,

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.

Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

W. GORDON & CO.

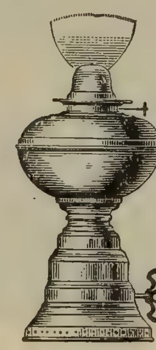
SCALE MANUFACTURERS

587 St. Paul Street

Montreal

All kinds of Scales made and repaired.

Write for Catalogue.



WANZER.

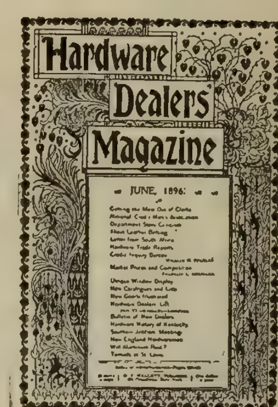
INVERNESS, P.Q., Feb. 14th, 1898
WANZER LAMP & MFG. CO.,
Hamilton, Ont.

GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.

Very truly yours,
JOHN YOUNG.

Write us for illustrated and descriptive pamphlets and testimonials.

WANZER LAMP & MFG. CO.
Hamilton, Ont.



ONE DOLLAR A YEAR

★

Sample Copy Free

★

D. T. Mallett
Publisher
271 Broadway
New York

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY

THE BRADSTREET COMPANY, Proprietors.
Executive Offices

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
McKinnon Building, Cor. Jordan and Melinda Sts.
THOS. C. IRVING, Superintendent

and an advance of 10c. in this line has gone into effect. We quote as follows in barrel lots: Canadian Portland, \$2.50; English do., \$2.85; Belgian do., \$2.75; Canadian hydraulic cements, \$1.10 to \$1.25; calcined plaster, \$1.90 to \$2 per barrel.

METALS.

The metal trade is sharing in the general improvement in business. There have not been many changes in prices, in fact, an advance in the price of sheet zinc is about the only actual change to be noted in quotations.

PIG IRON — The market is quiet and nominally unchanged. We quote Southern soft on the track Toronto as follows: No. 1 foundry, \$15.50; No. 2, \$15.25; No. 3, \$15.

BAR IRON—Trade remains much about the same as a week ago. Prices are unchanged. We quote: Base price \$1.50 to \$1.60 from stock and \$1.40 to \$1.45 from factory.

HOOP AND BAND IRON—There is not a great deal doing. We quote: Band iron, \$1.85 for Canadian and \$2 for imported; hoop iron, \$2.

SHEET STEEL—This has not been moving quite as freely during the past week. Prices are, however, firm. We quote: 12 gauge, \$2.25 per 100 lbs.; 16 gauge, \$2.40; 18 to 20, \$2.30 to \$2.40; 22 to 24, \$2.30 to \$2.40; 26, \$2.35 to \$2.45; 28, \$2.45 to \$2.55; "Dead Flat," 14 to 16 gauge, \$3.25 per 100 lbs.; 18 to 20, \$3; 22, \$3.10; 24, \$3.50; 26 gauge, \$3.75.

BLACK IRON—Trade has been a little better, although not quite coming up to expectations. We quote: 10 to 12 gauge, \$2.25 to \$2.40 per 100 lbs.; 14 to 16 gauge, \$2.60 to \$2.70; 18 to 20 gauge, \$2.30 to \$2.40; 22 to 24 gauge, \$2.25 to \$2.35; 26 gauge, \$2.30 to \$2.40; 28 gauge, \$2.45 to \$2.55.

GALVANIZED IRON — This is going out nicely. We quote: Queen's Head (case lots), 16 gauge, $3\frac{7}{8}$c.; 18 to 24, \$3.87$\frac{1}{2}$c.; 26, $4\frac{1}{8}$c.; W. G. 28 gauge, \$4.37$\frac{1}{2}$c.; Gordon Crown (case lots), 28 gauge, $4\frac{1}{4}$c.; 26 gauge, 4c.; 22 to 24 gauge, $3\frac{3}{4}$c. per lb. American (case lots), 28 gauge, \$3.80; 26 gauge, \$3.55; 22-24 gauge, \$3.30; 18 to 20 gauge, \$3.05. Small lots in all the above are $\frac{1}{4}$c. per lb. higher than figures named.

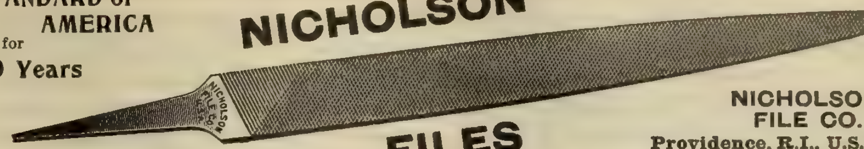
PIG LEAD—Quite a number of medium-sized shipments have been made during the week at from $3\frac{1}{2}$ to $3\frac{3}{4}$c. for imported, and at $3\frac{1}{2}$c. for domestic.

INGOT TIN—Business in this line is still confined to small shipments. We quote 16 to $16\frac{1}{2}$c. for Lamb and Flag and Straits. The London market closed easy on Wednesday at a decline of 2s. 6d. New York market was quiet and steady.

INGOT COPPER—This continues to move but slowly at from 12 to $12\frac{1}{2}$c. per lb. Copper is firm in the outside markets.

STANDARD of AMERICA for 30 Years

NICHOLSON FILES



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

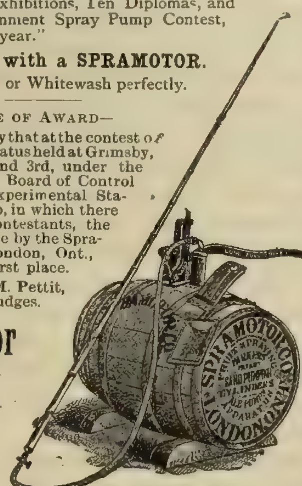
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

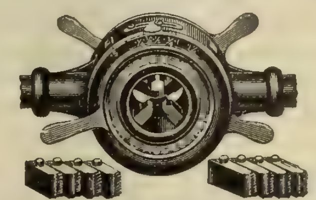
CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

THE DUPLEX ADJUSTABLE DIE STOCKS



They thread pipe and bolts better and easier than any others. Send for a circular and particulars.

THE HART MFG. CO.
21 Wood St. *Cleveland, O., U.S.A.*

For sale by—

Rice Lewis & Son	Toronto, Ont.
A. R. Williams Machinery Co.	Toronto and Montreal.
Thomas Robertson & Co.	Montreal, P.Q.
Jenckes Machine Co.	Sherbrooke, P.Q.
C. Mackenzie, Milne & Co.	Sarnia, Ont.
Wood, Vallance & Co.	Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey	Victoria, B.C.
Hickman-Tye Hardware Co.	Victoria, B.C.
E. G. Prior & Co.	Victoria, B.C.
Oil Well Supply Co.	Petrolia, Ont.
Robb Engineering Co.	Amherst, N.S.
Frothingham & Workman	Montreal, P.Q.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton — Meakins & Co. Montreal

BRUSHES

SHEATHING COPPER, ETC.—Quite a number of good sized import orders for sheathing copper have been delivered during the week, and the demand for braziers' from stock has been fair. We quote: Sheathing copper, 14½ to 16c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE—Quite a nice trade has been done during the week, and enquiries are coming in freely for quotations. We quote as follows: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—The discount of soil pipe has been increased, the rate now being 60, 10 and 5 per cent.

RANGE BOILERS — The demand for these continues good. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES — As noted a week ago there is very little doing. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—A good business has been done in the better grades of charcoal; also in coke plates, squares and standings. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TERNE PLATES— These are still moving, but slowly. We quote: I C, $6 to $6.75; I X, $7.50.

SHEET LEAD—Trade is quiet at 5½c. per lb.

COIL CHAIN— The demand is a little better, but trade is still far from being satisfactory. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜in., $3.25 7-16 in., $3.15; ½ in., $3.10; ⅝in., $2.80; ¾ in., $2.75.

SHEET ZINC—Prices in this line have advanced about an ⅛ of a cent per lb., and in cask lots at 5⅜c. per lb., and small quantities at 5½c.

SOLDER—The demand is good. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

OLD MATERIAL.

Business continues active throughout, with prices firm and unchanged as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

PAINTS AND OILS.

Business generally is improving, except in turpentine, for which not many orders are being received, as dealers throughout the country consider the present price too high and are waiting for a change, which will, undoubtedly, be downwards when it does come. Linseed oil is moving better than it has at any time this season. Castor oil is also moving well. Some dealers have found an increased demand for Paris green. There is a brisk movement in bicycle enamel and other goods used in the manufacture of bicycles. Pumice stone is meeting with the usual sale, both for powdered and lump stone. Prices throughout are unchanged. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 14½c.; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins; American, in cases, 9½c. per lb. and 10½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 56c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

GLASS.

The movement from stock is much freer this week. Import orders are falling off somewhat now, though several good orders have been received this week. Prices for window glass are unchanged throughout. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

HIDES, SKINS AND WOOL.

HIDES—There has been another decline of ½c. We quote: Cowhides, No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.

CALFSKINS — We quote as follows: No. 1 veal, 8 lbs. and up, 12c. per lb.; No. 2, 10c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—There are not many offering. We now quote at $1.25 to $1.35.

WOOL—Trade is quiet, but steady, with pulled wools quoted at 20 to 20½c. Fleeces and tub-washed are nominal.

SEEDS.

The break in roads and low prices has caused deliveries to be rather small. There is no quotable change in prices. Red clover is quoted at $2.75 to $3.25. There is such a range of values in alsike that it is quoted all the way from $2 to $4. Timothy is steady at $1 to $1.50 for machine threshed, and $1.50 to $2 for strictly choice to fancy bright unhulled flail-threshed seed.

COAL.

The quietness noted last week has developed into a dullness in the market now on account of the continued mild weather. Prices are unchanged. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46, net tons.

PETROLEUM.

Business is quiet, as is usual at this this season. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Sheet zinc is ⅛c. per lb. dearer.

The manufacturers of earthernware in Canada have formed an organization under

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Pile Work at Meaford Harbour," will be received until Monday, 4th day of April, 1898, inclusively, for the construction of pilework in the harbour of Meaford, Grey Co., Ontario, according to plans and specifications to be seen at the office of H. A. Gray, Esq., Engineer in charge Harbour and River Works, Ontario, Confederation Life Building, Toronto, at the office of the Postmaster at Meaford, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for seven hundred and fifty dollars ($750) must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY,
Secretary.

Department of Public Works,
Ottawa, 12th March, 1898.

Newspapers inserting this advertisement withou authority from the Department will not be paid for it. (13)

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Wharf at Les Boules," will be received at this office until Monday, the 28th day of March next, inclusively, for the construction of a wharf with stone approach at "Les Boules," Little Metis Harbor, Rimouski County, P.Q., according to a plan and a specification to be seen at the offices of the Clerk of the Dominion Public Works, Quebec (Post Office Building) and the Postmaster at Little Metis, and at the Department of Pub'ic Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for twenty-five hundred dollars)$2,500.00) must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, 26th Feb., 1898.

Newspapers inserting this advertisement without anthor ity from the Department will not be paid for it. (13)

the style of the Potters' Manufacturing Association, and business will be done through one selling agent.

Canadian Portland cement has advanced 10c. per barrel.

Sisal rope has been advanced ¼c. per lb. by the maufacturers.

The discount on soil pipe has been changed to 60, 10 and 5 per cent.

Coppered and brass wire are now quoted net figures, instead of the 12½ per cent. discount as formerly.

H. S. Howland, Sons & Co. report the demand good for Chicago flexible shaft machine horse clippers. This machine is now being used by blacksmiths, who are thereby enabled to earn a little more money.

Stewart & Wood, Toronto, are expecting a large consignment of glass via New York to arrive about the first of next week. Their import orders this year have been enormous, as compared with others, an increase of over 50 per cent. being noted over last year's sales.

A 28-YEAR-OLD HARDWARE FIRM.

Seybold, Son & Co., one of the oldest established wholesale hardware firms in Montreal, are celebrating their 28th anniversary this month. They started in March of 1870 and have, through honorable and upright dealing, established an enviable reputation for themselves in the estimation of the hardware trade of Canada.

They began in a small way, almost opposite their present establishment, and kept gradually increasing until they found the premises inadequate for their growing business and moved to their present quarters, 478 St. Paul street, and to-day are carrying as complete a stock of hardware as any firm in the country.

Seybold, Son & Co., pay particular attention to tinners' materials in all lines and have always made it a practice to handle the best goods in this line procurable. But, they do not by any means neglect their general shelf and heavy hardware departments, which are as well assorted as careful buying can make them.

HARDWARE AND METAL congratulates Seybold, Son & Co. on their anniversary, and hope they may see, in the years to come, prosperity, even exceeding that of the years that are past.

NEW FIRM IN EDMONTON.

The Marks-Clavet-Dobie Co., Limited, wholesale and retail merchants, Port Arthur, have opened up, in Edmonton, a general supply store under the management of A. Clavet and C. Dobie, both members of the firm, who will cater to the wants of the Klondykers and the surrounding country generally.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager)
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sol by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

SPADE AND SHOVEL AGREEMENT.

In the House of Commons a few days ago Mr. Richardson, upon the orders of the day being called, reminded the House of the incorporation in the tariff bill of last session of an anti-monopoly clause, and asked the Government to apply it to the manufacturers of spades and shovels. He had four letters written by United States makers declining to quote prices for the Canadian trade. A Pennsylvania firm wrote in reply to the request of a Canadian house for quotations: "According to our arrangement with the Canadian shovel manufacturers, we are not in a position to quote you prices at present." The spade and shovel industry enjoys a protection of 35 per cent. Mr. Richardson regarded these letters as evidence of a combine which justified interference by the Government.

Mr. Fielding said that this was the first time that this matter had been brought to the attention of the Government, and, therefore, they had not been in a position to consider it. When the anti-combine clause was presented to the House it was proposed to give the Government power to deal with such cases, but further discussion suggested that it would be a dangerous power to confer on the Ministry. A change was made whereby the power to deal with combines was referred to the courts. The attention of the Government having been called to this case it would receive careful consideration.

AN INCREASING DEMAND.

The Ontario Lantern Co., Hamilton, Ont., are now in a position to supply the trade with their new "Safety" extinguishing lamp burners, which are destined to supercede the cheaper grade of lamp burners on account of their many advantages. This company have a large staff of hands and are working full time satisfying the demand for their "Gold Finders'" lanterns, which burn both candles and sweet oil. The "Klondyke Junior" and "Senior" tubular lanterns are also in demand for miners' use.

The company have just moved into the new wing recently added to their factory, and expect to export a large quantity of "Safety" and "Banner" lamp burners, also lamp trimmings for the coming season's trade.

POWER CLIPPING MACHINES.

An article of comparatively recent invention and of increasing popularity among horsemen and sheep breeders is the power clipping machine. HARDWARE AND METAL has received from the American Shear Mfg. Co., Nashua, N.H., U.S., an illustrated catalogue of the numerous hand and power clipping machines manufactured by them. Among the many good things made by this firm are Priest's power sheep shears and power grooming and clipping machine. They claim that their sheep shears will cut an average of a pound of wool per sheep more than can be done by hand shearing, that the work is done more evenly, thus increasing the value of the wool, and that as the sheep are not cut by this machine, the aftergrowth will be even, a desirable feature. The horse clipping and grooming machine is so arranged that the clippers or the groomer may be easily changed on the machine. The amount of time gained in grooming alone, it is contended, amply repays the cost of the machine. These machines might be pushed by the hardware merchants throughout Canada, with considerable profit to both the merchant and the purchaser. Get a catalogue, anyway.

A BUSY HANDLE MAKER.

There is much talk of good times this spring, but it is not every business man that is experiencing it in as practical a form, as W. C. Crawford, manufacturer of axe, fork and broom handles, etc., Tilbury, Ont. Mr. Crawford's business during January and February this year is 40 per cent. better than last year. He has adopted a thoroughly up-to-date system of kiln-drying, constructed specially for drying hardwood without checking and without taking the toughness out of the timber, thus preventing warp, and giving a better finish to the handles. Mr. Crawford has large orders for shipment to Great Britain now on hand.

ACETYLENE GAS SAFE AND SIMPLE.

The production of cheap lighting has, during recent years, been one of the most interesting phases of scientific investigation. Foremost in point of interest among the many ideas crystalized into a workable fact is the production of acetylene gas by a generator in the house or shop. The Guelph Acetylene Gas Generator Co., Limited, are making a first-class generator. It is made under the approval of the Underwriters' Association, and its safety may therefore be assured, while in addition to this is its recommendation for simplicity.

HARDWAREMEN BUY STATIONERY

The stock of stationery belonging to the defunct Robert Miller Co., Notre Dame street, Montreal, and amounting to $11,300, was sold by auction last week and bought by the hardware house of Howden, Starke & Co., who intend hereafter to make this a leading department of their business. They have always carried a stock of stationery, but in future they will spend even more time and attention on this branch of business.

PERSONAL MENTION.

Mr. Kinghorn, of the Montreal Rolling Mills, is spending a few days in Toronto this week.

Mr. W. S. Leslie, of A. C. Leslie & Co., Montreal, was in Toronto on Wednesday, on his way back from a business trip to points in Western Ontario.

WANTED.

A FIRST-CLASS HARDWARE MAN WITH $1,000, would enter a live business concern; must be a well established business, and in a good smart town. Address, Box S, HARDWARE AND METAL, Toronto.

FOR SALE.

IN THRIVING TOWN IN EASTERN ONTARIO; population about four thousand; a well assorted stock of hardware, amounting to about three thousand dollars; satisfactory reasons given for selling. Address, HARDWARE AND METAL. (12)

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The...

John Morrow Machine Screw Co.

Ingersoll - Ontario.

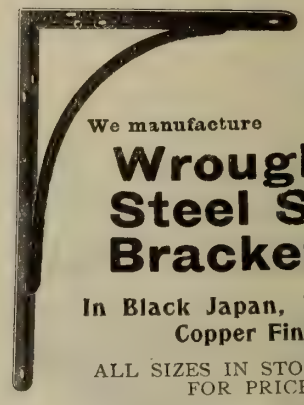
ISLAND CITY Paint and Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.



We manufacture

Wrought Steel Shelf Brackets

In Black Japan, Nickel and Copper Finish.

ALL SIZES IN STOCK. SEND FOR PRICES.

H. R. IVES & CO., Montreal.

Fishing Tackle.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

TRADE MARK.

The Allcock, Laight & Westwood Co., Limited

73 Bay Street, TORONTO, and REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

Joseph Rodgers & Sons, Limited

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK GRANTED 1682

CURRENT MARKET QUOTATIONS

Mar. 18, 1898.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs / " 14x60 " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"	...	1 90
inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.95; ½ inch, $2.15; ¾ inch, $2.60; 1 inch, $3.55; 1¼ inch, $4.75; 1½ inch, $5.85; 2 inch, $8.25 per 100 feet.

Galvanized, ½ inch $3.51, ¾ inch $4.26, 1 inch $6.75 to $7, 1¼ inch $8.10, 1½ inch $10.35, 2 inch $14 per 100 feet

Cast, soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c off list.

eets, hard-rolled, 2x4 ... 0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19
Mistletoe Window-Blind Yellow	0 14
Evergreen	0 15

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	0 05

Putty.

Bladders in bbls.	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 54

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal.	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 09 0 09½
Wilkinson & Co.'s Vices ..lb. 09¾ 0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 4 50 6 50
Post-hole, Vaughan's, each .. 60 90
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, oss ......
" Sewing, per gross.. } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
Chopping Axes—
Black Prince 6 00
Forest Clipper 6 25
Lance 8 50 9 00
Mann's 6 25 8 00
Maple Leaf 7 25
Hand Made 7 50
Climax 7 75
Phantom 8 25 8 50

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

Zinc, discount 3 90 4 0
Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's 5 50 8
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 00 0 00

Blind and Bed Staples.

sizes, per lb 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers 2 00 2 75
Millar's Falls .... 15 50 2 ?00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per do 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian, Portland 2 60
English " 2 85
Belgium " 2 75
Canadian hydraulic 1 20
Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis. 65 per cent.

Closets.

Richelieu, embossed 2 75
" plain 2 50

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c. 2 00
Coil, per doz 0 88 1 60
English per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz 85 1 70

FAWCETS.

Cork Lined, per doz 0 30 0 35
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each 60 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, 1 to 25 qt... 1 35 13 50
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz 3 25 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each.... 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each 0 30
Enamelled each 0 55

GRINDSTONE FIXTURES

P. S. & W., per doz 3 60 4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz., net, ... 50 2 00
Store door, per doz 1 00 1
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair 0 13½ 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 12 in., per 100 lbs 3 15
14 in. up, per 100 lbs 2 35
Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.
Belt, per 1,000 .... 60 2 70
crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

per keg
Light and medium pattern "M" brand 3 25
Snow Shoes 3 50
Steel Shoes, light 3 50
" " extra light, Nos. 0, 1, 2 .... 5 00
Steel Shoes, Nos. 3, 4, 5 .... 4 25
" " assorted, 0 to 5.. .... 4 75
All f.o.b. Montreal.

ICE PICKS.

Star per doz 3 00 3

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., pe doz 0 65 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 0 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw per gross 1

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, to 60 and 10 per cent.
Lightning, per doz 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
A glass " 1 20 1 30

LINES.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
[illegible]und Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d..................................... 2 50
4 and 5d............................... 2 25
6 and 7d............................... 2 15
8 and 9d............................... 2 00
10 and 12d............................. 1 95
16 and 20d............................. 1 90
30, 40, 50 and 60d. (base)............. 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 to 55 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross........... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6.............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
[illegible]iscellaneous, dis. 25 to 27½ per cent.
[illegible]ailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co.,dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8¼
⅜ in......................	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb........................ 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's,dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 5C
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz............... 2 20 3 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross ...... 7 50 12 00 [illegible]
Dessert, " ...... 21 00 00 00 [illegible]
Table, " 30 00 30 00
Dessert Forks, " ...... 24 00 00 [illegible]
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..............................
Copper tacks .... ½

Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................ 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each .... ^ 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 0C
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent. ; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all. delv'd..................	....	....
Plain twist...................	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

D. K. McLAREN

— MANUFACTURER OF —

English . . . Oak Tanned **Belting**

Card Clothing, Mill Supplies, Cotton and Woolen Supplies, Shuttles, Pickers, Heddles, Reeds and Harness.

Victoria Square, MONTREAL. Branch: GALT, ONT.

TRUNKS

For Hardware, Bicycles, or any Ware.

In Leatheroid, Steel, and Enamelled Duck.

Commercial Travellers' Work a Specialty. Sample Cases of all kinds, to order.

Further information on application to

J. EVELEIGH & CO., - MONTREAL.

INDEX TO ADVERTISEMENTS.

	Page.		Page.		Page.
Abbott & Co	47, 97	Greening, The B., Wire Co	55, 97	Niagara Falls Acetylene Gas Co	37
Alabastine Co	81	Guelph Acetylene Gas Co	45	Nerlich & Co	45
Albert Mfg. Co	2	Gurney Foundry Co	61	Nicholson File Co	101
Allcock, Laight & Westwood Co	104	Gurney-Tilden Co	69	North Bros. Mfg. Co. Inside back cover and	7
Alpha Chemical Co	80	Gutta Percha Rubber Co	Back cover	Nova Scotia Steel Co	97
American Tire Co	62	Hamilton Blast Furnace Co	75	Oakey, John & Sons, Limited	85
American Shearer Mfg. Co	98	Hamilton Brass Mfg. Co	59	Oneida Community, Limited	86
Apollo Iron Co	97	Hamilton Cotton Co	55	Ontario Tack Co	75
Arcade File Works	29	Hanson, J. H	63	Ontario Wire Co	81
Armstrong Mfg. Co	92	Hardware Dealers' Magazine	100	Ossawan Mills Co	98
Aylmer Iron Works	108	Hart Mfg. Co	101	Parmenter & Bulloch Co	37
Barnett, G. & H., Co	Back cover	Henderson & Potts	79	Paris Electro Plating Co	103
Baylis Mfg. Co	101	Hill, Wm	63	Paton, T. L	92
Bertram, Wilson & Co	56	Howden, Starke & Co	87	Pedlar Metal Roofing Co	98
Boeckh, Chas., & Sons	81	Howland, H. S., Sons & Co	17	Pender, Jas	91
Boker, H., & Co	Back cover	Hutton, Jas., & Co	105	Pillow & Hersey Mfg. Co	43
Booth Copper Co	Front cover	Hyde, F., & Co	97	Portland Rolling Mills Co	103
Bowman, John, Hardware & Coal Co.	77	Ironside, Son & Co	47	Press Clipping Dept	90
Bryan, Thos	91	Island City Paint Co	104	Ralston, Robert & Co	35, 37
Burrow, Stewart & Milne	Back cover	Ives, H. R., & Co	104	Ramsay, A. & Son	64
Campbell Bros	63	Jamieson, R. C., & Co	63	Reid, W. J. & Co	Back cover
Canada Horse Nail Co	94	Jardine, A. B., & Co	103	Rice, Lewis & Son	Front cover
Canada Paint Co	10	Kempt Mfg. Co	Front cover and 3	Robertson, The James Co., Limited	Back cover
Cleland Bros. & Co	86	Lamplough & McNaughton	43, 63	Russell & Erwin	78
Coldbrook Iron & Steel Co	63	Leslie, A. C., & Co	21	Samuel, Benjamin & Co	1
Cole's National Mfg. Co	6	Levisconte, R. C	98	Sanderson Pearcy & Co	56
Colin McArthur & Co	35	Lewis Bros. & Co	51	Sclater & Co., Wm	55
Collins, Thos. C	63	Lozier, H. A., & Co	23	Seybold, Son & Co	63
Confederation Life Association	47	Luxfer Prism Co	88	Sherwin-Williams Co	60
Consumers' Cordage Co	4, 5	Lysaght, John	Front cover	Smith & Egge Mfg. Co	77
Cooke Hardware Co	73, 98	Macpherson, A., & Co	63	Soulanges Canal	90
Copp Bros	99	Magnolia Metal Co	Front cover	Spramotor Co	101
Covert Mfg. Co	103	Manufacturers & Merchants Cycle Co.	91	Standard Silverware Co	85
Cowan & Britton	7	Marion & Marion	98	Stanley Rule and Level Co	88
Crawford, W. C	Back cover	Maritime Nail Co	6	Starr, John, Son & Co	77
Davidson, Thos., Mfg. Co	27	Marlin Fire Arms Co	103	Starr Mfg. Co	57
Delorme Bros	71	McArthur, Corneille & Co	63	Staunton & Co., M	9
Dennis Wire Co	108	McClary Mfg. Co	49	Stewart & Wood	19
Dods, P. D., & Co	Front cover	McLaren, D. K	108	Stewart Mfg. Co., The Jas	47
Dominion Wire Co	86	McNally, W., & Co	21	Squire, Watson & Co	80
Dowswell Mfg. Co	97	Meakins & Co	101	The Ontario Lantern Co	90
Drummond, Geo. E	97	Mechanics' Star File Mfg. Co	100	Toronto Radiator Co	Front cover
Eddy, The E. B., Co	75	Mechanics Supply Co	95	Toronto Fence and Iron Works	103
Enameline	25	Metallic Roofing Co	89	Toronto Silver Plate Co	83
English Refining Co	41	Mica Boiler Covering Co	92	Turner & Co., Thos	53
Eureka Refrigerator Co	7	Miller Bros. & Toms	55	VanTuyl & Fairbank	103
Eveleigh, J	108	Millers Falls Co	88	Wanzer Lamp and Mfg. Co.	100
Gibb, Alexander	86, 91	Moffatt Stove Co	35	Watson, Foster & Co	8
Gilbertson & Co., Limited	86	Montreal Hardware Co	71	Watterson & Co., J	41
Gebr. Muller & Co	80	Montreal Rolling Mills Co	27	White Mountain Freezer Co	39
Globe Files	88	Morrow, John, Machine & Screw Co.	104	Woods & Co., Walter	37
Gordon, Wm., & Co	100	Moore Co., The D	33	Wright & Co, E. T	31, 90

A WORD ABOUT WIRE WORK . . .

For Plain "Crimped" Wire Work, such as Window Screens, Light or Heavy Window Guards, Woven Wire Guards and Railings, for any purpose, our facilities enable us to quote very Lowest Prices.

We also manufacture all kinds of Ornamental Metal Work in Iron, Brass, Bronze, etc. Send for Catalogue.

Dennis Wire & Iron Co., London, Ont.

Why Don't You Paint

your roof and building, and **WHITEWASH** the interior with an

AYLMER SPRAY PUMP?

You didn't know it would do it? Why! my good man, it will lay it on **FASTER** and **BETTER** than 40 men can lay it with brushes. It will just pay for itself **GOOD** in a little less than no time. Thought it was a **STOMACH PUMP?** Oh, Great Scott! write

THE AYLMER IRON WORKS

for further particulars. **AYLMER, ONT.**

Scales! Scales!

IMPERIAL STANDARD SCALES

Scales for all purposes, of all capacities from ⅛ ounce to 100 tons. In quality of material, finish and accuracy of adjustment unsurpassed.

Burrow, Stewart & Milne
Manufacturers, HAMILTON.

W. C. Crawford

TILBURY, ONT.

Manufacturer of all kinds of

Wooden Handles

INCLUDING

Axe, Fork, Rake, Hoe, Shovel, Sledge, Pick, Hammer, Pevie, etc.

WE ALSO MAKE TAPERED PIKE POLES, DOUBLETREES NECKYOKES, WHIFFLETREES, ETC.

We thoroughly season all our material in Hot Blast Kilns, constructed especially for drying hardwood, therefore our goods remain straight. **Our customers are not obliged to pay freight on water.** We grade high, finish perfectly, pack neatly and guarantee our goods to be second to none.

Write for Price Lists and discounts.

Wise dealers know that handling

H. BOKER'S

Hardware
Cutlery
etc.

Means

REPUTATION
PROFIT
SATISFACTION

It pays to handle the best.

H. Boker & Co's

UNRIVALLED

Razors
Scissors
Pocket Cutlery

are acknowledged to be such.

FOR SALE BY ALL FIRST-CLASS HOUSES.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

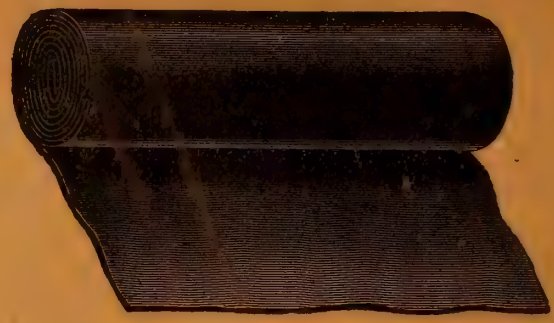
PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

W. J. REID & CO.

LONDON, ONTARIO.

Crockery, China, Semi-Porcelain

GLASSWARE

LAMPS, LAMP GOODS
. . . . and FANCY GOODS.

See our new designs in PRINTED WARE for Import.
The greatest variety from the largest manufacturers.
Our Travellers are now out with full line of samples.

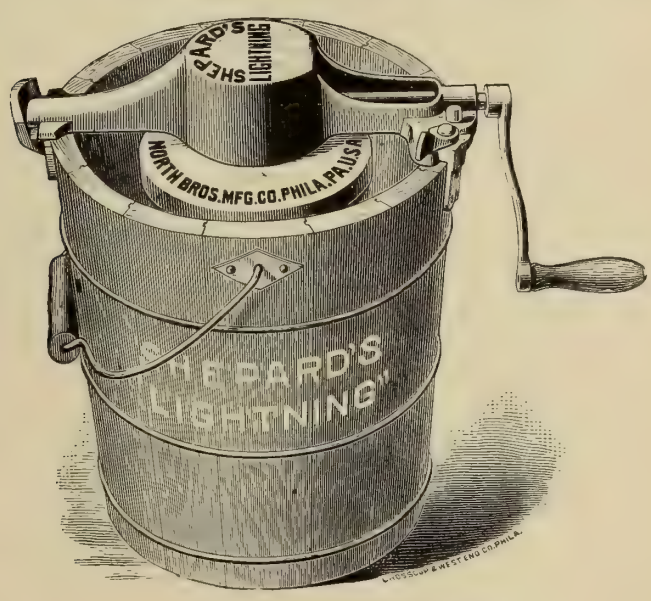
W. J. REID & CO., Importers

The Best Ice Cream Freezers

HAVE . . . .

AUTOMATIC TWIN . . . SCRAPERS

which insure positive and continuous scraping of frozen cream from side of can.

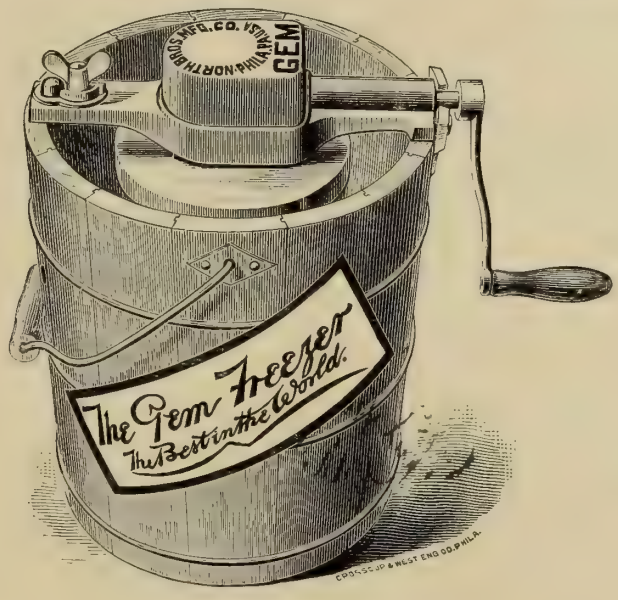


White Cedar Pails

WITH

ELECTRIC WELDED WIRE HOOPS

Guaranteed not to fall off or break.

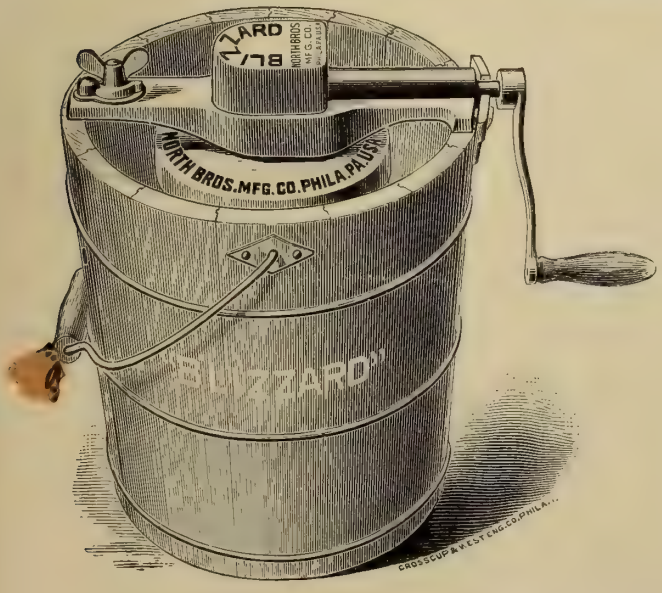


Heavy Tin Cans

WITH

DRAWN STEEL BOTTOMS

Guaranteed not to fall out or leak.



These features are found only in

"LIGHTNING"
"GEM"
"BLIZZARD"

FREEZERS

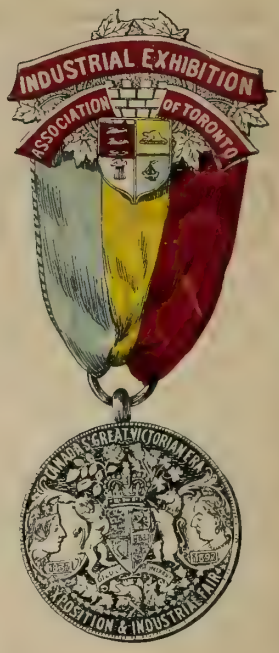
Sold by Leading Jobbers, and made exclusively by . . . .

North Bros. Mfg. Co.

PHILADELPHIA, PA., U.S.A.

New (1898) Catalogue Mailed on Application.

The Prize Winners

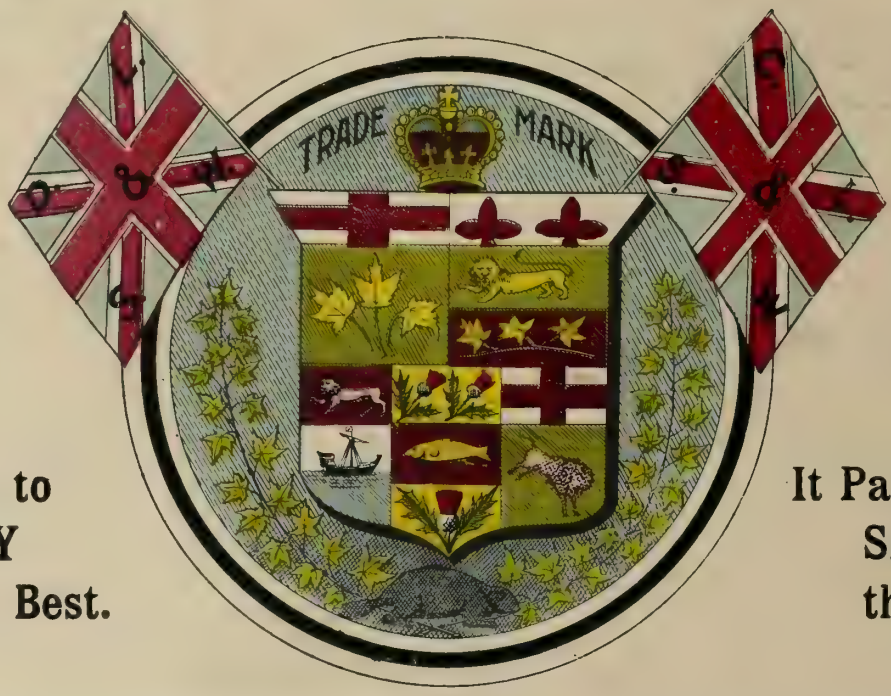


ROBERTSON'S

Celebrated Paints

...and...

Monarch Varnishes



It Pays to BUY the Best.

It Pays to SELL the Best.

SECOND TO NONE ON EARTH

THE JAMES ROBERTSON CO., Limited

THE Paint Makers

263-285 King St. West — Toronto

Telephones: - 819, 1511 and 1292.

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, MARCH 26, 1898 | No. 13

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

ARE YOU SELLING GALVANIZED CANADA PLATES? IF NOT, WHY NOT?

If you want to, buy "Queen's Head" brand and have the best that is to be had. If you want something not so expensive, try "Fleur de Lis," we can recommend them.

JOHN LYSAGHT, Limited
Bristol and Montreal
(Address, A. C. LESLIE & CO., Montreal)

They Can Not Leak.

Screwed Nipple connections.

No Bolts, Rods, or Packing.

The Only Safe Way.

Judge them in the only fair way—their constant upward progress for eleven years past. Made by the largest Radiator Manufacturers under the British Flag—hence, faultless in construction.

Handsome—durable—unique in the quick, free, perfect circulation they yield—one minute does it. Absolutely tight at every connection—screw nipples. They can't burst, because the openings are of generous size. Agencies at Montreal, Quebec, St. John, N.B., Winnipeg, Vancouver, Auckland, N.Z., London, Eng.

The Safford Radiators.

Sole Manufacturers:

THE TORONTO RADIATOR MANUFACTURING CO., Limited
TORONTO, ONT.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

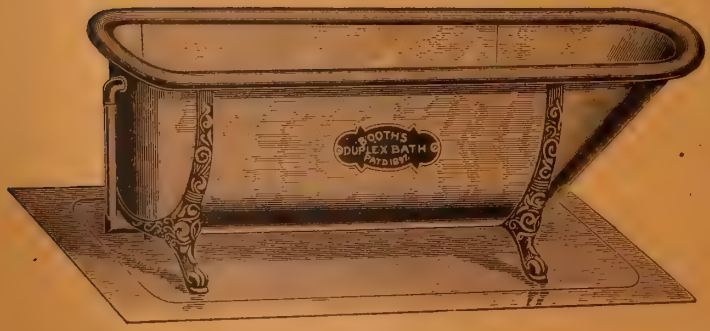
Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00



LIBERAL DISCOUNT TO TRADE.

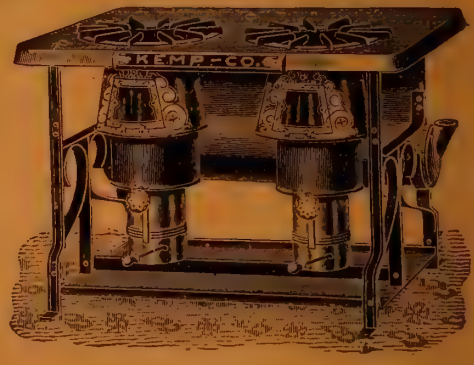
The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

Kemp's

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

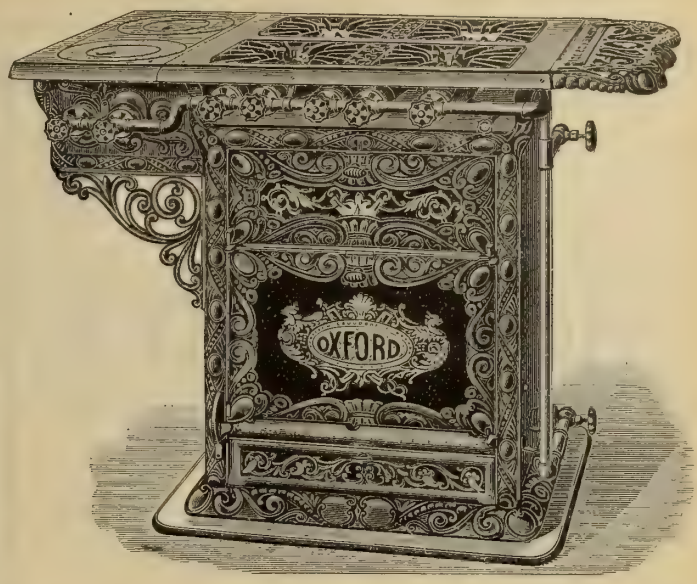
No Side Seams to leak.

No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.
Toronto, Canada

Are You Ready for The Season's Trade ?



OXFORD.... GAS RANGES

Are just the Seasonable and Profitable Goods you need.

THEY ARE PERFECT IN CONSTRUCTION AND ATTRACTIVE IN APPEARANCE. .... NEVER FAIL TO PLEASE. ....

NOW READY—Our new low-priced Oxford, with Large Double Ovens, Flush Top, Slotted Burners and Quick Opening Valves.

ALSO—The famous Quick Meal Blue Flame Oil and Gasoline Stoves, for which we are sole Canadian agents. **Write at once for Price Lists and be ready for the demand.**

THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

METALS

Antimony, Copper Lead, Tin, Zinc

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

SOLE AGENTS FOR PROVINCE OF ONTARIO.

DO NOT FORGET

that price-cutting means generally a reduction in quality and value.

Henry Boker's

Hardware, Cutlery, Etc.

are standard brands for the respective goods. **No Mixed Stock.**

Caverhill, Learmont & Co.

MONTREAL.

Canadian Horse Nails

Owing to the action of the Horse Nail Association, we have decided to offer the above brand to those wishing a superior quality of cheap horse nail. These are not "Culls," but are made from Swedish stock, by the same process as our "Monarch" brand, and are carefully sorted by hand, and we guarantee them to be superior in both stock and finish to any other nail of this class.

These are made in same style of head, "Oval Top," which has become so popular as to cause other makers to copy it.

SAMPLES AND PRICES ON APPLICATION

We shall still continue to offer "Monarch" brand, both in Oval Top and City Heads, at prices and discounts as before. While these nails have been on the market only a year, they are to-day acknowledged to be the leading nail, and the best.

The advantages of buying from us should be apparent to all. We offer the best goods. We do not oblige you to buy a given quantity of nails in order to get the lowest prices. We take all the discounts off the face of invoice instead of obliging you to wait a year for your profit.

Maritime Nail Co., Limited

ST. JOHN, N.B., CANADA.

IN THE SPRING the farmer's fancy turns to thoughts of fresh farm and dairy utensils.

INDURATED FIBREWARE

is impervious to liquids—hoopless—durable—it has many qualities specially adapting it for farm and dairy use.

HARDWARE DEALERS find it a profitable line to carry.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MARCH 26, 1898 No. 13

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.
Registered London Address, "Adscript."
Published every Saturday.

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

THE DECLINE IN TURPENTINE.

TURPENTINE, in the primary and terminal markets, is steadily declining in price. In Savannah the decline is several cents from the lowest point, and in New York prices have depreciated one cent per gallon during the week.

In Canada, up to the time of writing, no change has been made, but this is partly explained by the fact that we are a couple of weeks away from the low prices now ruling in Savannah. At the same time, however, there is scarcely any doubt but that prices in Toronto and Montreal will be lower before the present week closes.

Prices might, ere this, have been reduced, but jobbers felt that they were unwarranted in doing so, owing to the smallness of stocks held by them, to say nothing of the fact that the low-priced goods will not be here for a week or two yet.

In Toronto, at the moment, there is a decided scarcity. It is declared that in the whole city not one dozen barrels are to be found in jobbers' hands. HARDWARE AND METAL knows of one jobber who, on Thursday, sought in vain for even one barrel of turpentine, which he wanted for a customer. In view of the situation in the primary market, however, quotations will undoubtedly be lower before the present week closes.

Latest advices from Savannah state that it is believed that the market there has about touched the bottom.

TRADE IN THE KOOTENAY.

There is no question of the development of the Kootenay. During January and February the shipments from the mines in that section amounted to over 1,800 tons, valued at over $2,000,000. During the first week of March the total was 2,696 tons, valued at $234,758. Of this, 1,660 tons were shipped from the Le Roi mine, near Rossland. The trade returns, too, are growing rapidly.

The imports for February were valued at $65,386, upon which the duty collected amounted to $17,422. Of this $7,317 was collected at Nelson, $5,191 at Rossland, and $3,161 at Kaslo.

The value of the exports was $956,006, of which $310 was in animals and produce and $6,558 in manufactures. The great bulk of the exports were copper matte and ore. There were 677 tons of copper matte exported, valued at $578,213 and 8,001 tons of ore, valued at $370,925.

THE DUTY ON WIRE NAILS.

WHILE it is quite proper that the Government should make no radical changes in the tariff adopted at last year's session of the Dominion Parliament, yet it is equally proper that any inequalities existing should be remedied. And one of these inequalities is in regard to wire nails.

The duty on wire nails is a specific one of three-fifths of one cent per pound. Estimated upon the cost of wire nails in ordinary lots at $1.50 f.o.b. Pittsburg, the duty is 60c. per keg, which in turn is equal to 40 per cent. ad valorem.

Against this no one appears to have any cause for complaint. It is only when one comes to apply the duty of three-fifths of one cent per pound to sizes running below one inch that the anomaly appears. And the smaller the nails the greater the anomaly.

Taking some of the very small sizes, which to the jobber would cost from $8 to $9 per keg, the duty would mean about 7 to 8 per cent., instead of 40 per cent., the rate upon the base nail. Of course, as the size of the nail increases, so also does the percentage of the duty. But it is evident that an anomaly in the duty on wire nails does occur.

At the prices now ruling in Canada for the base nail, the United States-made article cannot be imported, there being a difference of something like 30c. per keg in favor of the home-made article; but when it comes to the nails running below one inch it is quite another thing. These can

be brought in ; and, what is more, they are being brought in.

The Government should give this matter their consideration, for they no doubt contemplated an all round duty of three-fifths of one cent. per pound on wire nails.

The remedy for the anomaly is sixty cents per keg, with the provision that in no instance shall the rate of duty be below 30 or 35 per cent.; or, in fact, any rate which will lessen the present anomalous conditions.

He who does not take care of his health is not likely to be long spared to take care of his wealth.

COUNTRY ROADS.

IT WAS once said of a great man, that his power consisted not in what he did himself, but rather what he got other people to do.

While the hardware merchant is as much interested as anyone in the improvement of country roads, the possibilities of increased revenue on account of such improvement are not great enough to make it profitable for him to begin this improvement on his own responsibility.

The increase in the use of the bicycle will, however, put the hardware merchant in a position to commence an agitation which, directed properly, may result beneficially to all concerned.

The farmer has long acknowledged the benefit of good roads ; merchants generally have long desired them, yet the amount of progress made by farmers or merchants towards the end in view has in too many cases been comparatively insignificant.

The influence of bicycles seems to in many cases be more effective than these classes. And such being the case, hardware dealers will be placed in a position by their close contact with all three classes—farmers, merchants and wheelmen—to see that proper provision is made by the municipalities in their immediate neighborhood for at least reasonable progress towards good roads.

There can be no question as to whether energy spent in organizing such an agitation will pay in the end or not. The increased use of bicycles will alone more than compensate one for the time and work entailed by such effort.

COMPETITION OF U. S. GAS STOVES.

MANUFACTURERS of gas stoves in Canada are experiencing a good trade, but the prices they are receiving are below those of last year.

The cause of the depreciated prices is the competition of United States made gas stoves.

The reduction is chiefly in the cheaper grades of stoves, for it is in these that the competition is most felt.

The manufacture of cheap gas stoves is being carried on to an enormous extent in the United States this year, so much so, in fact, that the Canadian market has been prospected for the surplus stock. These stoves are being utilized by some dealers, particularly department store men, as leaders, and large quantities are being sold as a consequence.

To meet this competition the Canadian manufacturers have found it necessary to sacrifice profits on some lines.

While the manufacturers in this country have not been able to keep out the foreign made cheap gas stove, they have been more successful in regard to the high-priced article, the duty of 25 per cent. having aided them in this particular.

THE SANITARY WARE POOL.

IT IS understood that the Potters' Association, referred to in HARDWARE AND METAL last week, is ultimately to be formed into a joint stock limited liability company. In fact, the Canada Stone Chinaware Co. have already a part option on the plant of Campbell & Purvis, and a representative of theirs is now in France negotiating for the additional capital to take over the Dominion Sanitary Pottery Co.

All these companies' headquarters are at St. Johns, Que., and the arrangement or pool is simply to ensure that they will secure a fair price pending the completion of the negotiations in question.

The advance in prices was given out this week, and it is equivalent to a rise of from 25 to 75 per cent. It is also announced that it is the intention of the potteries to do away with all goods classed as seconds, and endeavor to place nothing on the market but first quality goods.

Siphon jets have been advanced to $7.65 Montreal, and $7.75 Toronto, for plain, and $8.15 to $8.25 respectively for embossed. Washout closets are quoted at $3.15 Montreal, and $3.25 Toronto, for plain, and $3.40 and $3.50 respectively for embossed.

FOOLISHLY HOLDING SEEDS.

THOUGH prices generally are much above those of last year the seed market in both Canada and the United States is depressed. Alsike is quoted $1 lower and red clover is fully $1.50 lower than last year.

On account of the low prices ruling many dealers refuse to sell at the quotations given them. The consequence is that several cars of United States seeds have been laid down here, at a better price, after freight and 10 per cent. duty had been paid, than is asked for by these holders.

One of the largest dealers in seeds in Ontario told THE CANADIAN GROCER this week that he estimated there was in Ontario now 50 per cent. more seed than is really needed for seeding purposes, but that the holders of this seed were practically losing the market because of their refusal to sell at a price to keep out United States seed.

If our informant is correct in his estimate, and he is in a position to be, the policy pursued by these holders is indeed suicidal.

OBITUARY.

After a month's illness, David A. Stewart, a hardware merchant, of Stayner, Ont., died on Thursday. He was born in Scotland, and had been in Stayner for about 60 years. For eight years he was reeve of the town.

Arthur Chown, one of Kingston's oldest and best known citizens, died on the 17th inst. He had been ill for several years, but only confined to his room for a month or more. He was the pioneer of the tin trade in Kingston. He was born in England in 1824, and came with his family to Kingston in 1832. In 1845 he and Edwin Chown began business as tinsmiths, but soon after they separated, and Arthur Chown continued in business until 1894, having added in later years a wholesale hardware stock. His sons now carry on the business. Deceased was an ex-alderman, a strong temperance advocate, and a man of benevolence. He died wealthy.

THE INSOLVENCY BILL.

AN insolvency bill was introduced in the Dominion House of Commons on the 17th inst. Mr. Fortin, who introduced the bill, said that it had been prepared under the supervision of the Montreal Board of Trade, assisted by Messrs. A. S. Kent and Mr. Stevenson, who are authorities on the subject. The measure embodies many of the provisions of Sir Mackenzie Bowell's bill passed by the Senate in 1894 and reintroduced in 1895. It is limited in its application to traders. An important point of difference between this and the Bowell bill is that it does not apply to joint stock companies, which come under the operation of the Winding-up Act of 1882. Voluntary assignments are done away with, so that assignments must be compulsory. The procedure is this: Application is made by petition to the court for a receiving order. That order, when issued, is addressed to the sheriff, who immediately takes possession of the property of the insolvent.

Instead of having an official referee or assignee the receiving order will be placed in the hands of the sheriff. If the court is satisfied by affidavit or evidence that the majority in value of the creditors desire the appointment of a particular person as liquidator, such person may be appointed to take possession of the estate on application to the court. After the receiving order is issued the creditors shall meet and appoint a liquidator and inspectors, not more than five in number.

The only discharge that is provided for in the bill is that which is assented to by a majority in number, and three-fourths in value, of all creditors. There is no provision by which a discharge may be obtained against the will of the creditors. A discharge cannot apply without the express consent of a creditor in respect to a claim of a non-commercial nature due to a non-trader. It is claimed that this feature will in a large measure remove the objection to insolvency legislation restricted to traders. There is a limitation in the privilege of employes of the insolvent. They shall only be allowed to rank as privileged creditors in respect to salary or wages not exceeding three months in arrears. For the balance they must rank as ordinary creditors. Privilege is allowed in respect to six months' arrears of rent, and three months' advance rent under a lease of the liquidator shall give notice to end the lease. The liquidator may, however, sell the lease.

PRINCE ALBERT TO KLONDYKE.

HARDWARE AND METAL received a visit on Wednesday from the Hon. J. F. Betts, speaker of the Northwest Legislature, and a prosperous merchant in Prince Albert, N.W.T.

The special object of Mr. Betts' visit to Toronto and the east is to draw the attention of the people in this part of the Dominion to the advantages of the Regina, Prince Albert, Great Lake and Fort Murray water route to the Klondyke and other mining lands in the Northwest. This route is not an unknown one, for it has been used for many years by the Hudson's Bay Co.

According to the route as outlined by Mr. Betts, and which can be easily followed by the reader who is in possession of a fairly good map, the intending gold seeker who leaves eastern Canada would stop at Regina on his way over the C.P.R. and take the branch line to Prince Albert. This town might be used as a point for obtaining the required supplies for the journey. From here the journey would be to Green lake, a distance of 140 miles, over a good wagon road, which could be made in about five days. From this point to the Yukon the entire distance is by water, with the exception of a few small portages. After embarking on and traversing Green lake, the boats enter Beaver river and proceed down stream to Buffalo lake. The course then lies through Mithe river to Portage la Losche. There is a twelve-mile portage from here to Clearwater river to Fort McMurray, one or two insignificant portages being met with. From Fort McMurray the navigation is excellent to Lake Athabasca, and from there is usually a quick water trip to Fort Smith at Slave river. After leaving Fort Smith rapids occur for the next 16 miles, which necessitate perhaps four or five portages. To pass this portage the Hudson's Bay Co. have constructed a good road which greatly facilitates the transport of goods. A halfbreed settlement in the vicinity furnishes guides and help, if required, at this portage. After passing these rapids there is absolutely no break in the navigation as far as the junction of Peel river with the Mackenzie, a distance of 1,290 miles. The course now lies up Rat river, a small stream which runs into the Mackenzie, and from there a short portage of about two miles is necessary in order to reach some small lakes, out of which flows Bell river, which, in its turn runs into the Porcupine. No obstacle exists on Bell or Porcupine rivers, and Fort Yukon is reached after a journey down stream of about 400 miles. From Fort Yukon, where the Porcupine river flows into the Yukon, about 300 miles, to Dawson City, is made up stream on the latter river.

Mr. Betts, after outlining this route, and dwelling on its advantages, spoke with some enthusiasm of the gold-bearing country along the Hay and the Liard rivers. Large quantities of the precious metal, he says, have been discovered on the Hay river, 700 miles north of Prince Albert, and a party of 27 prospectors are now camping there. The truth regarding these discoveries, he says, has been amply verified.

"To my mind," remarked Mr. Betts, "very few people who take the Prince Albert route to the Klondyke will ever go that far."

"Why?" asked HARDWARE AND METAL somewhat surprised.

"Because the gold to be found on the Hay and Liard rivers will prevent them going further."

Mr. Betts explained that the gold to be found on these rivers is of the coarse description.

Speaking of Prince Albert, he said the town was gradually improving and that during the past year the value of real estate there had appreciated materially.

COPPER AND BRASS DEARER.

Higher prices are, this week, being quoted on copper by jobbers in Toronto. The advance is a half cent per lb.

Ingot copper, in ordinary quantities, is now quoted at 12½ to 13c.; sheet copper at 15½ to 16½c., according to gauge, and braziers' at 16 to 19c. per lb., according to gauge.

An advance of 10 per cent. is also to be noted in the price of sheet brass.

A D. Ellis, who has conducted a hardware business in Simcoe, Ont., for 26 years, has found it necessary to build a large up-to-date hardware store for the transaction of his business. Mr. Ellis, who is one of the leading hardware merchants of Norfolk county, expects to soon occupy his new premises.

COMMERCIAL CREDITS.*

By John Field, of Philadelphia, Pa.

IT was said, you know, of the ancient city of Tyre, that she was the crowning city; her merchants were called merchant princes, her traffickers and dealers were the honored of the earth, and, Mr. Chairman, may I not say of Baltimore that in many respects she is the crowning city so far as our experience is, though probably not so well acquainted with your merchant princes, but with your traffickers and dealers I may say that we may carry out the same language and say, sir, that they are among the honored of the earth, for we have never been deceived or misled by any merchant in your fine business city of Baltimore in our dealings and transactions.

We find quite often, I have no doubt, that in all industrial business lines great changes are being effected. We find every day almost that the doors of individual enterprise are being closed. Take, for instance, upon the one hand the great labor organizations that men are forming. We find that everywhere they are strong. The laborer, the workingman, trained and skilled labor—they are all forming a great organization for what they consider their protection. Take another class of organization, the employer, he must also seek for organization to protect his interests, and everywhere these great trusts and great corporations are being formed. We have, as you know, a Standard Oil Co., we have a great sugar trust, and I hear they are going to get up a milk trust. All over the world these great corporations are being formed—great trusts are being formed—and the result of this is that the doors of individual enterprise upon the right and upon the left, these doors are being closed all the time. I will venture the assertion to you business men of Baltimore that there is scarcely one of you but what has felt, more or less, this pressure; every day you feel its influence, and what the result is to be I am sure I cannot tell; but it does seem to me, gentlemen, that with all these enormous monopolies, these great trusts, there must be some day a day of reckoning.

BRAINS IN BUSINESS.

A short time ago there was published a speech of the Hon. Thomas B. Reed given before one of our business colleges. Mr. Reed said in that speech that the one great object of living was to live, and the great work which a man had upon his hands was to protect and save his life; nations war with each other, plants war with each other, individuals fight with each other. During the old period the warrior came to the front and was the hero of the time; but the warrior has had his day, and another class comes to the front, and this class is the statesman, the lawyer, and the politician. Great questions between individuals had to be settled. Rights of property had to be defended; questions of civilization had to be adjusted, and for many years the statesman, the lawyer and the politician stood along the front rank. They have their day still, and in the present century there is no class of men more than they who have come to the front, and it is well for the world that such is the case. I may here say to you that there is more brain power, more thought, more intelligence and more work put into business lines than into any other line at the present date. Mr. Chairman and gentlemen, when you look at engineering skill, think of your great railroads, your steamships, the great enterprises of the present day—as Mr. Reed said in that speech, he can see by the way the brain power of the nation moves what power there is coming to the front, and to-day it is indeed true that the brain power of the nation is largely concentrating in great enterprises and in a great business nation. Therefore we have a great work before us.

THE ROMANS AND BUSINESS.

You are all no doubt aware how business took its form. Business was reduced to method by the Roman; when each man was the head of his family you will recollect he was compelled to keep a true record of all his business transactions, all his income, all his outlay, and in fact, all of his transactions; and from this statement of the family bookkeeper business was reduced to method. From this statement all great bank statements originated, all the great methods which we have adopted and which exist at the present time were all developed from that little family bookkeeper, originated among the Romans.

McLeod, I think, says that the system of credits is now perfect, but I think that is a little strong. I want to speak to you now for a little while, if I may, on that question in which we are all deeply interested—the question of credits, commercial credits. Wouldn't I love, wouldn't I be delighted, if I could tell you gentlemen to-day at the beginning of this new year, if I develop some method by which you would have no bad accounts during this year? I said I would be delighted. This is a very difficult problem. There are two kinds of wealth, money and credit. The greater is credit. I think that that is generally admitted. By credit all the great enterprises of the world are carried on. Everything that has purchasing power is wealth. The toil of the workingman is wealth, because it has purchasing power; credit is wealth because it has purchasing power. Credit simply transfers one man's property to another; one is plus what the other is minus. The usual transactions of the world are on credit; therefore, being such an important element in the commercial world, it certainly deserves our closest thought and attention. I think that there is scarcely another subject connected with mercantile life that ought to receive more attention than this question of credit—understanding credit. Of course there are many difficulties connected with this subject which we cannot control. Take, for instance, as an illustration, a clear illustration, the civil war. When that broke out no merchant could control his affairs. Or take, for instance, the panic of 1893, when the idea took hold of the people that the Government would be unable to meet its obligations in the world's standard of gold. You all remember that and what a frightful panic it caused, and what frightful results and what destruction and ruin followed in the steps of that panic. Panics are generally caused by what I may term redeemable credit — extending credit which can be redeemed. Therefore, these are conditions (and I do not intend to speak further along this line) over which we have no control, but which, whenever they occur, seem to overwhelm the very strongest and the very best houses. But what we have to do is with mercantile credit.

TWO CLASSES OF CREDIT.

There are two classes of credit: First, individual credit, by which I mean that when I go into a store and make a purchase on credit, that is individual credit; and second, if I go to a merchant and buy goods for mercantile purposes on credit, that is mercantile credit. It is with this latter class of credit that we have to do. I think tha all of you business men who have looked into this kind of credit will find that you have certain classes of risks.

First, there is the genuine business man.

Secondly, and I think he is the most dangerous, and we lose more money by him than by any other class, the incompetent merchant. Then again the unfortunate merchant. Then again you run a certain risk from the decease of a man. Then again there is another class, and I do not know how to designate them; that is, the natural born innate thief—and I don't know how to protect you against this gentleman. Now, you take for instance the thrifty, energetic merchant. You run very little risk when you meet such a man, a man of energy, true from centre to circumference, a man that will stand by the right though the earth roll and the heavens totter, a man who will look the world and the devil right in the eye and stand by the truth, a man that will pay for what he buys and pay for what he wears—when you find a man like this you need not care a great deal about

*Address delivered before the Credit Men's Association of Baltimore city.

character. Some of the greatest successes that I have had in business life have been with men of this character, and I am thinking of one now. "How much money have you got, sir, with which to start in business?" He says: "One thousand dollars." "All right, I'll double it." Why? Because I knew the young man. When you find a man starting out right in his business, sharp, quick, clear, prompt, then you find a successful man. But I think that the most of the trouble we have comes from incompetency.

LESSONS FROM THE WAREHOUSE.

Now, gentlemen, I ask you, have you ever gone through any of your warehouses and watched some men buying goods? I have, and I have formed my opinion largely in this way. That is one of the difficulties we have to contend with to-day. When a merchant comes to your warehouses you can look him in the eye and note his methods; you can tell from his very step and how he puts his hat on, how he shakes you by the hand, there is something about him by which you reach a conclusion. Now, you don't see a man, and I don't suppose you ever will see him, unless you happen to meet him on the other side. This is one of the great difficulties that we have to contend with. Now, this incompetent merchant—he has probably been raised on a farm, and perhaps got tired of that and likes an easier life. He knows not how to buy goods, is not careful about his expenses, either personal or in connection with his business; in short, he is an incompetent man. I think you gentlemen will bear me out when I say that when I sift into the affairs of such a man as this and examine the cause of his failure, I believe that in nine cases out of ten you will find that it comes from incompetency or carelessness. Now, take that very thought—a man's habits. Some time ago I was going to Atlantic City, and I met a large grain merchant on board the steamer. He asked me whether I knew a certain firm in the grain business in my city. I told him "Yes, very well indeed." "What kind of fellows are they?" "I regard them as earnest, clever fellows." "Now, let me tell you a thing or two. I have always been engaged in the barley business, and I made that house my agent. They were selling agents in the city of Philadelphia. Some time ago I went to that city and walked into their outer office. I asked whether Mr. So-and-So was in. It was mid-day; and in an inner office I noticed a little table around which were seated four gentlemen playing cards. I was told that Mr. So-and-So would be out in a moment. I told him I wanted to see him and he said he would be out very soon. I waited, but he kept playing cards. I put my hat on

Remember This

THE SHERWIN-WILLIAMS PAINT

is not sold in competition with ordinary mixed paint. It's not in that class.

It is made for, and sold for, the best outside painting. It is better adapted for this purpose than any other paint, including strictly pure white lead and strictly pure linseed oil, mixed in the usual way.

Listen to what a hardware merchant who had a test made of ***S.-W. P.*** against lead and oil has to say about it:

"This is to say that we have witnessed a comparison of ***THE SHERWIN-WILLIAMS PAINT*** with the very best lead and linseed oil, and we are perfectly convinced, that it very far excels lead and oil in appearance, in cost of application and durability, and have no hesitation in saying this to a trade that has the same privilege of making the same test, and thereby making the matter proof positive. We have been handling ***S.-W. P.*** and are perfectly delighted with the results.

"(Signed) D. C. TAYLOR,
"Hardware Merchant,
"Lucknow, Ont."

W. GILBERTSON & CO.

Limited.

Ponterdawe Steel, Galvanizing and Tinplate Works

Ponterdawe, near Swansea — **South Wales.**

Makers of . . .

Best Siemen's, and Best Siemen's Basic Steel, Steel Sheets. . . . .

Galvanized *patent flattened* and Corrugated Sheets: Brands are, *"Lincoln," "Comet," "Regina," "Gwyned,"* also *Tinplates and Terneplates* of all best makes. (No Bessemer quality made.)

ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

and went out." Now, this gentleman was from Chicago and the agency which he gave these men was worth a small fortune. "I walked out, returned to my home, and closed that account sure."

NEED OF MERCANTILE TRAINING.

Now, I am thoroughly convinced, gentlemen, that there ought to be a more thorough training in some way, of men engaged in mercantile life. There are so few men who know thoroughly how to buy, how to sell, how to act, how to properly transact their business. I repeat what I said, I believe that the large percentage of failures come from merchants who are incompetent. There is always some excuse. It reminds me of the old story of the good old Irishwoman who was very sick. Her physician called to see her. "Well," he said, "my good woman I want you to get a porous plaster and put it on your chest." She got a porous plaster and fixed it all right. Now you know in Ireland they call their boxes chests, and the doctor told her to put this plaster on her chest. He called to see her a day or two afterwards to see whether the porous plaster had done her any good. "Well, now, doctor, to tell you the truth," she said, "I only had a small box in my house and I put it on the bottom of that." There are a certain class of people who put their failure anywhere except on the right spot. They are unwilling to acknowledge their incompetency. I do not know how to regard this man. The fact is, you have all had experience, and it would be no purpose for me to instruct you on the question of credit. No doubt a great many of you know more about this question than I know.

THE UNFORTUNATE IN BUSINESS.

Then, again, you meet another class, the unfortunate class; and they are a very troublesome lot. A man called to see me within the past week. "Well, what is the matter?" "We had a bad fire, and you know, Mr. Field, my insurance just expired the day before the fire occurred." He was a most unfortunate man. Another will tell you he endorsed for a friend, or did something or other. All these classes of men we have to deal with. We run a very great risk along all of these lines in selling to merchants. And then, last of all, the man to whom I refer as a natural born thief. You can respect a burglar to a certain extent—that is his business to break in and rob, he don't pretend to do anything else. Then, again, you can also to some extent respect a highwayman. That is his business. But when you find a sneak who comes to your office with the face of a merchant and deliberately lays his lines and tries to rob you of your property—talk about the hangman being left in the world—talk about state law getting him in the world! Some time ago we had a failure in the west, and we felt so good. No preferences—we were delighted. That is honest, we will be all right. When we began to look into the thing there were no preferences—but there were no assets. We found that for some 90 days or so before this firm had paid off so and so and so and so. No preferences and no assets.

SOLID STEEL CAR WHEELS.

AN industry comparatively unknown, and until recently in the experimental stage, but which may possibly create a revolution in the manufacture of car wheels, is located in Perth, Ont. About three years ago, in that town, Mr. Facer, a United States inventor, organized a company for the manufacture of solid, forged-steel car wheels by a new process. It will be understood that the car wheels at present in use are not solid steel, but their outer side is covered with a tire of steel, so that when the tire is worn through the wheel has to be discarded. As the new wheel will be of solid steel, it will wear much longer, and, as by the new process it can be made as cheaply as the old style, it may take the place of the latter at no far-distant date.

As is usual with companies experimenting with a new invention, many difficulties have been encountered, and much expense, without return, has been entailed. The company, however, have now passed the experimental stage, and, before many of the prominent manufacturers and merchants of Perth, a number of the new wheels were turned out, perfect in shape and of solid steel.

The average actual time taken by the immense hammer in turning out a wheel did not amount to more than ten minutes. The company, which is likely to be well backed, will be prepared to make wheels from 28 to 42 inches in diameter, and will be able to turn out, when in full operation, about 100 wheels per day.

GOLD FROM SEA WATER.

The Klondyke is not in it with a unique experiment which is being made at Lubec, Maine, a small town about 60 miles down the coast from St. John, N.B. A company known as the Electrolytic Marine Salts Co. have spent a large amount in the buying of land and the putting up of a large and expensive plant for the extraction of gold from the salt water.

The promoters claim that the fact that there was a proportion or perhaps better, a trace of gold in salt water has been known for years. But to extract it in paying quantities and at not too great a cost has been theirs to discover. They claim at present for an expense of $150 per week they are taking gold to the value of $760 from the water. Their present plant, which they value at $50,000, they claim will give at its full capacity profits amounting to about $1,500 per week. It is the purpose of the promoters to very largely increase their plant this summer, putting on 500 men to complete the work, when they expect to extract $10,000 worth of gold every 24 hours.

It is reported that a St. John lumberman has closed a contract to supply the company with $50,000 worth of lumber.

THE GURNEY-TILDEN CO.'S NEW REPRESENTATIVE.

The Gurney-Tilden Co. have issued a circular to their customers in Montreal and the eastern provinces, announcing that they have completed arrangements with Mr. Walter Grose, of Montreal, to handle their entire product for the provinces of Quebec, New Brunswick, Nova Scotia and Prince Edward Island, comprising locks, knobs and builders' hardware, standard scales for all purposes; also a full line of souvenir stoves, ranges, boilers, etc. Mr. Grose will carry a stock of some of the lines in Montreal, and hopes to be in a position to fill all orders promptly.

"The profit is worth having."

oodrich rubber is good.
Goodrich-Resflex tires are good.
You pay no workman to mend tires free for your customers.
You don't have to listen to "kicks."
You make a liberal profit on sales.
You **keep** those profits.
It is the best tire in Canada to sell.

TRADE MARK

The Goodrich-Resflex is the best of the Goodrich-made Tires.

Write us. We want to talk about retailing Goodrich-Resflex Tires. The profit is worth having.

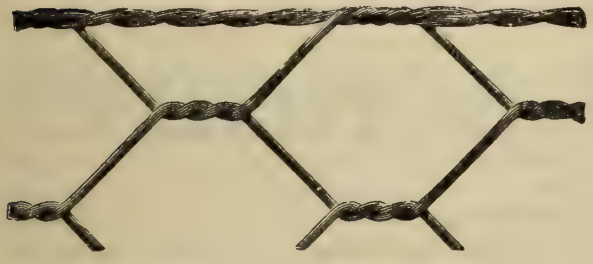
American Tire Company, Limited
164a King Street West, Toronto.

H. S. HOWLAND, SONS & CO.

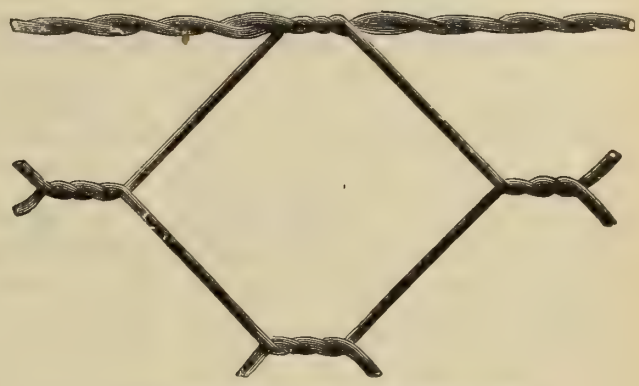
WHOLESALE
Hardware Only.

37 Front Street West, TORONTO.

Poultry Netting



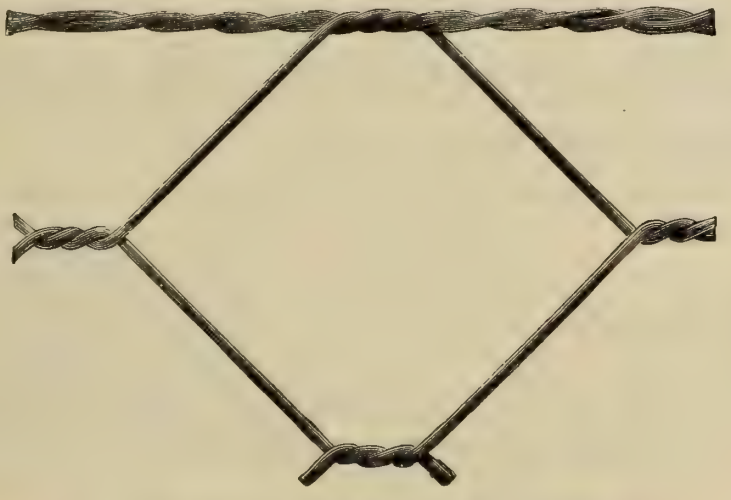
1-in. Mesh 18, 24, 30, 36 inches wide.



1½-in. Mesh 24, 30, 36, 48 inches wide.

Barb Wire Staples

1⅛, 1¾-in.

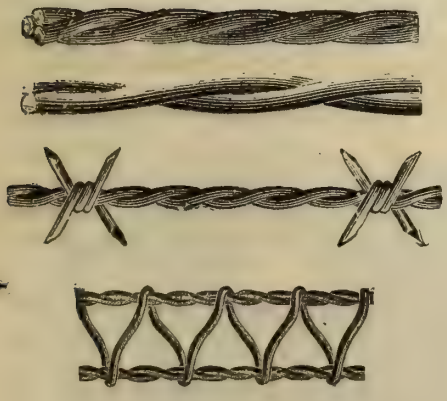


2-in. Mesh 24, 30, 36, 42, 48, 60, and 72 inches wide.

Galvanized Poultry Staples

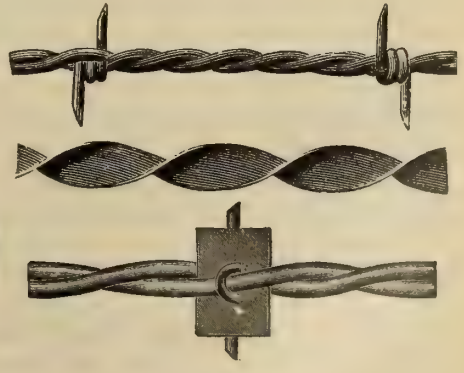
⅝, ¾, ⅞, 1, 1¼-in.

All Poultry Netting is put up in rolls of 50 yards.



Barb Wire AND Stretcher

Barb Wire Stretcher.



H. S. HOWLAND, SONS & CO., TORONTO.

Our Prices are Right. Graham Wire and Cut Nails are the Best. Orders Filled Promptly.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

EXODUS OF THE IRON TRADE FROM WOLVERHAMPTON.

OWING to the excessive freightage rates by railway and canal between Wolverhampton and the seaboard the sheet iron industry, plain and galvanized, is steadily leaving the district. The removal of Messrs. Lysaght's, Limited, plant from the Osier Bed Works, Wolverhampton, to South Wales is steadily proceeding. Two years ago the number of mills in operation was 24, and now there are only six. It is stated that the Wolverhampton Corrugated Iron Co., Limited, who employ a large number of work-people at the Shrubbery ironworks, contemplate the early removal of their works to the seaboard. The Shrubbery works are also historical. They were founded by the late Mr. George B. Thornycroft, and carried on by his son and son-in-law (the late Mr. John Hartley) until 1877, when, at a time of great commercial depression, they were closed. After a lapse of a few years they were acquired by the late Mr. John Jones and his brother, and the family still control the large undertaking. Should these works be removed from the district it will, in conjunction with Messrs. Lysaght's departure, be a very serious blow for the east end of Wolverhampton.—Hardwareman.

LATEST PIG IRON CONSOLIDATION.

The pig iron producers of Cleveland and the Shenango and Mahoning valley who have no mills but sell their product to the general trade, are endeavoring to form an association for the better protection of their interests. A meeting was held in Cleveland last week, one was held in Pittsburg on Wednesday last, and another is on the carpet for the near future. It is stated that the proposition includes a central selling agency, and in handling the trade, those furnaces having the most favorable location will be kept fully employed, and, if necessary, others will be closed down. This, of course, involves a pool in some shape, but as yet the plan is hardly beyond the preliminary stage.

This movement is of more importance than others of a similar nature that have been talked about lately as it marks a material change in the iron and steel trade. During the past few years the steel manufacturing firms throughout the country have been making their own pig iron, and lately all have been increasing their furnace capacity. The furnaces which supply the general trade thus find their market narrowing each year. They are consequently compelled to take some measures by which they can get better returns for their product or further reduce the cost of production. In fact, this is but another illustration of the tendency toward trade centralization. Years ago iron production was more divided. The pig iron makers had no thought of finishing their product and the mill owner did not see how he could make his own pig iron. The trade has arrived at that stage when the successful manufacturer must start with the ore. Middle lines are being wiped out, and the time seems to be approaching when the ore miner must be also the steel finisher.—American Manufacturer.

BRITISH WIRE EXPORTS.

As an impression prevails in some quarters that this country has virtually ceased to export wire, it may be as well to state for the information of those who do not examine the board of trade returns month by month that during 1896 Great Britain sent to Chile just under £24,000 worth of wire, as against £27,700 worth from Germany. Great Britain continues to get the lion's share of the business in bar and sheet steel, steel nails, and iron tubing, whilst in galvanized iron she almost monopolizes the trade, £145,000 out of £149,000 worth being credited to her in 1896.—English Exchange.

U.S. IRON AND STEEL TRADE.

The iron and steel trade is very quiet. The makers of pig, both Bessemer and non-Bessemer, are trying to organize combinations to push up prices, which continue low. Stocks of pig continue to accumulate, but very slowly. There is a good demand for structural material, and a little less demand for shipbuilding material. Some large transactions are in abeyance, pending the settlement of foreign difficulties. Cleveland is looking forward to an immense trade in iron ore the coming season.—N.Y. Journal of Commerce.

NEW YORK MARKETS.

NEW YORK, March 23, 1898.

PIG TIN—The market improved further in tone under the influence of higher London cables, very fair demand here, and more or less reserved offering. The inside price quoted was 14.35c. in store, or on dock, for five-ton lots, and purchases were not easily made at less than 14.40 to 14.45c. free on board. The steamer St. Paul, from Southampton, has 150 tons of tin for New York, and the total quantity afloat for this country is now about 3,325 tons, including 2,900 on "vessels unknown." There have been no arrivals here since the 15th inst., and the total since the 1st inst. is only 1,260 tons. It is estimated that the deliveries have exceeded that amount during the same period.

COPPER—Business of considerable amount is being effected quietly, but the market is influenced more by continued heavy deliveries on old contracts and strong tone to advices from abroad. There is considerable negotiation, however, that helps matters along and tends to keep prices very firm for near future as well as prompt delivery. The ruling quotations are 12c. for Lake Superior ingot; 11⅝ to 11¾c. for electrolytic bars, cakes, etc., and 11¼ to 11½c, for casting stock.

PIG LEAD—Fairly stiff prices were bid on 'Change, but under circumstances that deprived of value as reflecting the true market, actual lead could have been purchased at 3.70c. in any event, and there was nothing more than very ordinary enquiry from large consumers or from the smaller trade.

SPELTER—The market is decidedly stronger, owing to an advance of about 10 per cent. in the cost of the metal in the west by galvanizers. There are no offers now to sell at less than 4.25c., and most smelters are asking the equivalent of 4.30 to 4.35c. for desirable brands, delivered here or at common point. London cables were firm, quoting £18 10s. for good merchant brands.

ANTIMONY—Very fair business is being effected, chiefly in a jobbing way, and prices remain steady at 7¾ to 8¼c., as to brand and quantity.

TIN PLATE—A fair amount of business is being effected at intervals, but the relation of supply and demand is still such that prices remain unsettled and weak, particularly for American cokes.

IRON AND STEEL—The market for crude material is steady, with very fair business, yet scarcely any buying except in conservative way. Prices are without important change. Manufactured goods remain unchanged and generally rather dull.

ARCADE FILES IN ENGLAND.

The Arcade File Works, Anderson, Ind., for whom the Allerton-Clarke Co., 97 Chambers street, New York, are selling agents, have just executed an order for 648 dozen of their files for an English cycle manufacturing company in the Birmingham district. These files were sold in competition with the English hand-cut files. A few samples were first sent for and tested, and then the lot referred to above ordered. This company are continually expanding their business abroad, shipments ranging from 30 to 150 dozen being a regular thing to Great Britain and Ireland, Norway, Denmark, Russia, Austria and other countries.—Iron Age.

Window Glass

A full consignment just arrived via steamers British Queen and British King. Orders filled promptly at closest prices.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

Ivanhoe Bicycles

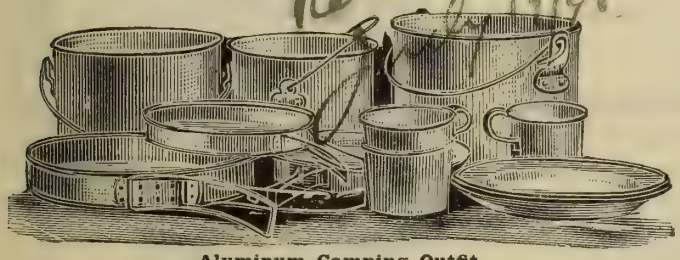
A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.



Aluminum Camping Outfit.

Established 1860. Incorporated 1895.

Dairy Supplies

Cheese Factory Milk Can Trimmings and Cans made up. Creamers, Dairy Pails, Milk Pans, etc., etc.

Seamless—Retinned.

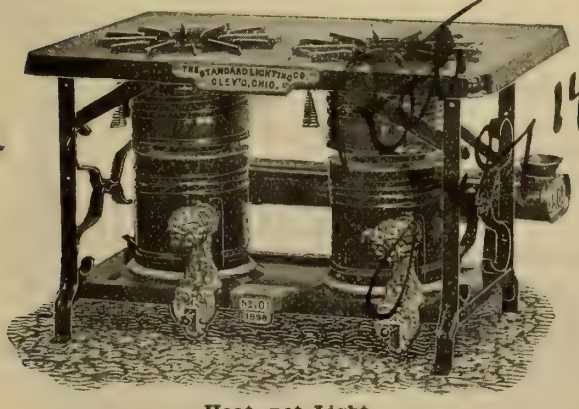
Gold Miners' Supplies

Folding Camp Stoves. Gold Miners' Pans.
Camp Kettles, etc.

Steel Enamelled Ware

"CRESCENT"
Grey and White.

"Blue Flame" Oil Stoves, (New Process)



Heat, not Light.

We are the pioneers of the "Blue Flame" Oil Stoves in Canada, and still handle the same line as originally — the "New Process," which has given entire satisfaction for several years. This Stove is past the experimental stage.

Buy the **BEST**—1898 pattern all have Brass Burners.

Crescent Cook Pot.

ENAMELLED WARE AND TINWARE OF EVERY DESCRIPTION.

THE THOS. DAVIDSON MANUF'G. CO.

MONTREAL, QUE.

A FAILURE WITH A MORAL.

A STATEMENT which has just been issued by the assignee of the estate of G. J. Kinzie, of Copleston, affords good food for reflection, if not for consolation. The statement is as follows :

RECEIPTS.

Stock sold for	$ 60 00
Horses, wagon and sleigh	51 00
Book debts collected	115 50
	$226 50

DISBURSEMENTS.

Man in charge, three weeks taking stock, advertising stock for sale, railway fare, keep of horses, etc	$ 81 04
Insurance	2 80
Advertising, Gazette	2 20
Postage, telegrams, etc	3 06
Paid lien on horses, wagon, etc.	50 25
Paid rent of stable	8 00
Assignee's fees	10 00
Inspector's fees	5 00
Solicitor's bill of costs	5 00
Balance to be paid on preference claim or rent of store of $100	59 15
	$226 50

It will be noticed that all the stock realized was $60, while the total received from the estate was only $226.50, not enough, after the expenses of winding up the estate are taken into account, to pay even the preferred claim for rent. And yet this insolvent had incurred debts to the amount of $1,315.25. The liabilities are, of course, not large, but it is their proportion to the assets that presents the striking feature.

Mr. Kinzie was a small dealer, but he evidently got a larger line of credit than was judicious.

ENGLISH CYCLE MAKERS AND CANADA.

TO any manufacturers interested in the cycle trade in Canada we can strongly recommend a perusal of the special bicycle edition, issued on February 12, of the CANADIAN HARDWARE AND METAL MERCHANT, of 26, Front street west, Toronto. A perusal of this special number will show how largely the Canadian trade is being monopolized by Yankee manufacturers. While there are advertisements of fully a dozen American concerns, we do not find a single one of an English maker either of machines or accessories. A perusal, too, of the reading matter fails to bring to light anything beyond this American monopoly ; in only one instance do we find a reference to English fittings—English machines are not referred to at all—the case in question being Mr. S. Bulley, of Toronto, who is using the Eadie roller chain and the Presto gear case. As a further indication as to how the Canadian demand is being supplied by the United States, we learn from the issue in question that during the financial year ending June 30, 1897, 23,601 Yankee bicycles were imported into Canada, as against 15,543 in the preceding twelve months. During the twelve months ending June 30, 1896, only 1,949 English bicycles were imported, and as the number imported during 1896.97 is not given, we may take it that it at least shows no increase. This special issue of our Canadian contemporary contains a vast amount of useful information regarding the Canadian cycle trade, and we can therefore strongly recommend a perusal of it to anyone who is anxious to cultivate trade with the Dominion.—The Cyclist, London, Eng.

PAINT MADE OF SEAWEED.

A ship bottom paint consisting of seaweed, which, while green and moist, is ground in oil and mixed with litharge, lead acetate, turpentine and linseed oil, has been patented in England says The Farben Zeittung. The coating is said to be not only a good protection against the adhering of shells but also prevents worms from entering wooden ship bottoms or any wooden submarine constructions. The mode of manufacture is as follows :

Into a certain quantity of linseed oil, say 48 liters, put one-half pound of litharge and one-half pound of sugar of lead and boil five hours at 600 deg. F. Now bring this mixture to the right painting consistency with turpentine and add one-half liter of seaweed, which has been ground in oil, in the green and wet condition, as gathered on the shore. For coloring, various substances, such as ochre, etc., may be added, whereupon the paint is ready for use.

BUSY ON KLONDYKE ORDERS.

The factory of the McClary Manufacturing Co., Limited, at London, Ont., is working, night and day, upon Klondyke orders. The Montreal branch of the firm, a few days ago, obtained an order from the Alaska Commercial Co. for five carloads of campers' outfits. The Vancouver branch is also doing a large trade. Business, at this latter branch, has developed so rapidly that it has lately been found necessary to send several members of the office and warehouse staff from headquarters there. This week two more members of the office staff were sent out.

PERSONAL.

R. E. Brougham, tinsmith, Forester's Falls, Ont., spent a few days in Toronto this week. He reports business quiet and money tight in the neighborhood of Forester's Falls.

CHANGE IN A HARDWARE FIRM.

Douglas & Co., wholesale and retail hardware merchants, Amherst, N.S., have admitted Harold N. Stevens and Walter Wood as partners, the style of the firm to remain unchanged.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich. Conn., U. S. A.

PATENTS PROMPTLY SECURED
GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts,** Temple Building, Montreal.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

WIRE NAILS
TACKS
WIRE
Prompt Shipments
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

ISLAND CITY
Paint and Varnish Works
. . Manufacturers of . .
READY MIXED PAINTS and FINE COACH VARNISHES.
WAREHOUSES : 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS : 274 St. Patrick St., MONTREAL.

EVERY GOOD THING

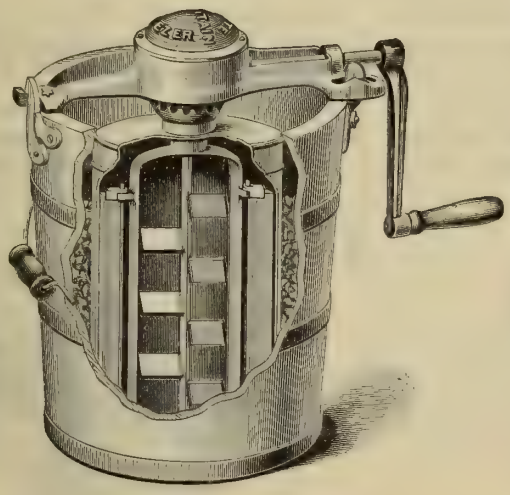
Pertaining to

Ice Cream Freezers

Originated with

And is used in

White Mountain Freezers



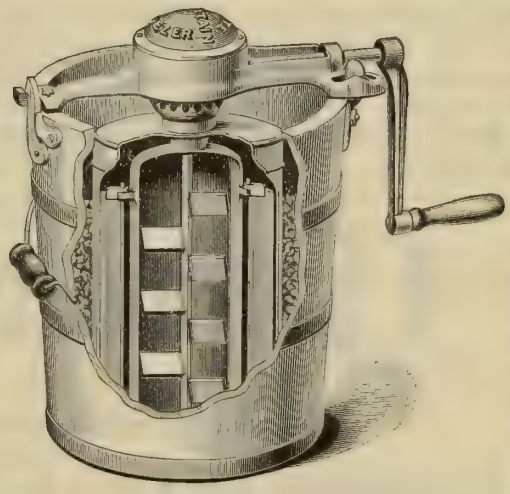
Triple Motion

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer.



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H. U.S.A.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 25, 1898.

HARDWARE.

DEMAND for all sorts of general hardware has been quite brisk during the week, and it is noteworthy that many customers are demanding immediate shipments, and are not waiting for the water freight rates. A large volume of the orders are on Manitoba and Northwest account, the demand from this quarter being very active. In fact, jobbers agree that the aggregate turn-over for March will be the largest for years. There have been few changes, and as nearly every line on the list has shared in the attention, it is unnecessary to particularize here.

BARB WIRE—There is a quiet and steady movement in this material, and prices are unchanged at $2 f.o.b. Montreal.

PLAIN WIRE—The same remarks apply to this line, shipments being quite numerous in all staple sorts during the week. Discounts are 35 per cent. on oiled and annealed and annealed and 30 per cent. on galvanized, with usual terms.

WIRE NAILS—There has been a good enquiry for wire nails, and the base is unchanged at $1.90 f.o.b. Montreal, with an allowance of 5c. for carload lots; terms as usual.

CUT NAILS—There has been some trouble in regard to quotations on cut nails, but it has been settled, and the general jobbing range was at no time radically affected. Demand has been moderately active, and we quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS — The position is unchanged on this article, demand being fair. Discounts on regular brands are held firm at 50 per cent.

HORSESHOES—Trade continues quiet, with values steady. We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—A satisfactory trade is doing in this line. We quote as follows: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BOLTS — There is a brisk trade in bolts, and discounts are as before: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS—There is a steady movement of these in a moderate way. Discounts are as follows: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE—Unchanged at 20c. for brass up to 16 gauge and copper up to 10.

FILES—Steady, with a fair demand. We quote: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best

Galvanized Iron

"QUEEN'S HEAD," English

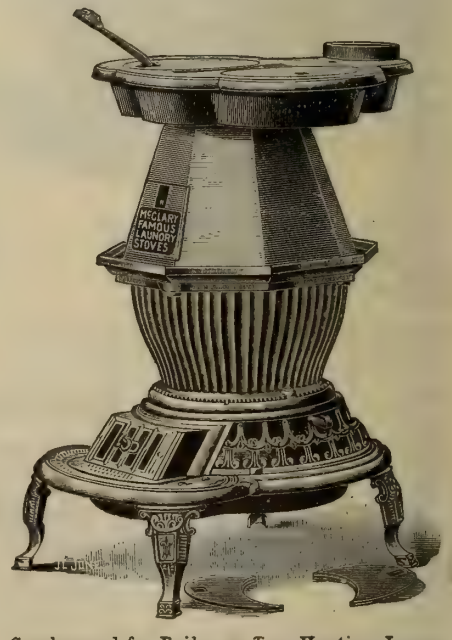
Size, 30 x 72 in. Gauges, 16, 18, 20, 22, 24, 26 and 28.
" 30 x 96 in. " 26 and 28.
" 36 x 96 in. " 26 and 28.

"APOLLO," American

Size, 30 x 96 in. American Gauges, 24, 26, 28 and 29.

AT LOWEST MARKET PRICES.
SPECIAL PRICES QUOTED FOR IMPORT.
IF YOU WANT GOODS QUICK, ORDER FROM McCLARY.

Famous Laundry



Can be used for Boiler on Top, Heating Irons and Heating Workshops.

Large firepot with shaking and dumping grate. Spacious ash pit. Top made to accommodate either two small or one large pot.

The McClary Manufacturing Company

London, Toronto, Montreal, Winnipeg and Vancouver.

GALVANIZED IRON.

The best is Apollo. Soft, uniform, workable. Rolled just right; no buckling; perfectly flat.

The worker is at his best with it. Takes less time besides.

Every sheet and part of a sheet guaranteed. Which means: Return for any defect whatever.

Apollo Iron and Steel Company
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, **MONTREAL**

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—Demand quiet and prices unchanged.

FEEEZERS—Recent orders have called for ice cream freezers, especially in the standard sizes.

SPADES AND SHOVELS—There is a good enquiry for these and discounts are unchanged, 45 and 2½ per cent.

TOOLS — Harvest tools are enquired for, and every order that comes in also calls for its complement of carpenters' tools of various sorts.

CUTLERY—Orders keep steadily coming in, especially from Manitoba and the Northwest. Nor are they chiefly confined to sporting cutlery as at first, for assortments of various lines are being asked for in every order.

SPORTING GOODS—It is hardly the season for demand for articles of this description, but buyers west of lake Superior evidently expect a brisk demand this year, for they are piling up orders for guns, revolvers and ammunition of all sorts.

SHOT —The same remarks apply to shot, which is briskly enquired for. Values are steady at 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

BUILDING PAPER—There is an increased demand for this material, and prices are unchanged. We quote: 25c. for plain, 35c. for tarred lining, and $1.30 to $1.45 for roofing paper.

HINGES —Orders from this province and from the Northwest generally call for fair assortments of hinges. The basis is unchanged at $3.50.

CORDAGE—There is a good enquiry and prices are firm, especially on sisal. We quote as follows: Sisal, 7-16 and upward, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

BINDER TWINE—The makers here are not doing anything, and will not until the budget has been brought down.

CEMENT—Advices from abroad state that recent advances in English makes have not checked the demand any, and that makers in England are overcrowded with orders. Locally there has been more enquiry for spring delivery, and several fair-sized orders have been placed on western account. The fine open weather has also led to an improved distributing movement in small lots. We quote English, $2.10 to $2.20, and Belgian $1.85 to $2 ex store.

FIREBRICKS — Demand for these in small lots is good and prices are steady at $16 to $21 per 1,000, as to brand.

Garden Barrows
Cheapest and Best in the Market
WRITE FOR PRICES
Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Representative
ALEXANDER GIBB,
22 St. John Street,
Telephone 2343. MONTREAL

Trace Chains...
Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.
For sale by all Jobbing Houses.
The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
FACTORIES
...*MONTREAL*
CUT NAILS
Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

METALS.

The metal and heavy iron market exhibits a firm tone generally, and this is particularly the case in ingot tin, ingot copper and spelter, all of which have advanced, while sheet zinc maintains the firm disposition noted last week.

PIG IRON—There has been no important movement in pig iron, and prices are unchanged. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; Buffalo, $16.

BAR IRON—Sales of carlots of bar iron have been made at $1.40, and it is claimed that more can be had at the price, in fact, that it might be shaded. This is the single weak article in heavy material, and we quote $1.40 to $1.50.

BAND IRON—Unchanged at $1.75.

HOOP IRON—Demand has been fair, and prices steady at $2 to $2.10.

SHEET IRON—The firm feeling is retained, and enquiry has been better, if anything. We quote: $2.15 on 10 to 16 gauge; $1.90 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—Quiet and steady at $2.25 for No. 24.

LEAD PIPE—There has been a better enquiry for lead pipe, especially for future delivery. Values are steady at 7½c. for composition waste and 7c. for lead pipe; discounts, 27½ per cent.

GALVANIZED IRON—The firm tendency of values is still conspicuous in this line, and there has been a brisk enquiry on import accounts, several large orders being booked. Jobbing demand is good also. We quote: Queen's Head, $4.10 to $4.25, and Blue Jay, $3.75 to $3.95 for No. 28 gauge.

TINNED IRON—Steady to firm at 5½c. for 6 x 30., No. 24.

PIG LEAD—Firmly held, $3.50 having been refused this week for a round lot, and we quote $3.75.

INGOT TIN—Has advanced ½c. to 16½c., and is firmly held at the rise.

INGOT COPPER—Further advance has been established on this metal, which we now quote at 13 to 13½c.

SHEET COPPER—Continues firm. We quote: Sheathing copper, 14½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c., according to gauge.

CANADA PLATES—In good demand, while prices are steady at $2.10 to $2.15.

TIN PLATE—There is a good enquiry for tin plate, both for import and for shipment from stock at water freights. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I.X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

TERNE PLATE—In fair demand, and steady, at $5.75 to $6.

COIL CHAIN—Well enquired for at steady prices. We quote: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—The firm disposition noted last week is maintained, and values are firmly held at 5½c. in casks and 5¾c. in smaller quantities.

SOLDER—Steady, at 11 to 11½c.

SPELTER—There has been advance of 15 to 25c, in the price of spelter, which is now firmly held at $4.75 to $5.

ANTIMONY—Unchanged at 9c.

IRON PIPE—The demand is fair and prices are steady. We quote as follows: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2 25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSETS—Higher, with prices firm at $12.50 to $25 for ordinary washout, and$25 to $50 for siphon closets, complete with all fixtures.

GLASS.

The firm feeling in window glass has not developed into any actual change, but one is expected. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The week has been without special feature. The volume of business continues good and the resumption of summer rates on the 1st will liberate a large amount of freight for distribution over Ontario. With the near approach of the new crop turpentine has yielded 2c. per gallon, with the prospect of a further decline. Linseed oil is very scarce and comparatively firm at our quotation. Whiting is reported scarce and dearer. White lead is in good demand and firmly held at the undernoted figures. Ready-mixed paints of all kinds are in excellent demand at scheduled rates.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 47c.; boiled, 50c., five-barrel lots one cent less net cash, plus

Coldbrook Iron and Steel Co., Limited

Manufacturers of all kinds of **Bar Iron**

Gordon Wire and Wire Nail Works

MANUFACTURERS OF

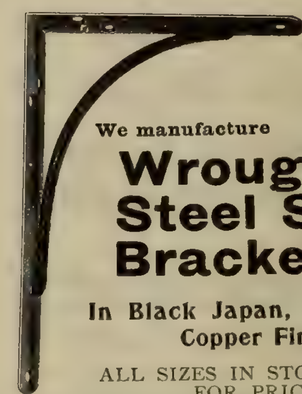
Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies.

ORDERS PROMPTLY EXECUTED.

W. H. THORNE & CO., Limited

ST. JOHN, N.B.



We manufacture

Wrought Steel Shelf Brackets

In Black Japan, Nickel and Copper Finish.

ALL SIZES IN STOCK. SEND FOR PRICES.

H. R. IVES & CO., Montreal.

Roofs must be chosen with care and judgment in any country, and especially so in Canada.

All our products are constructed for use in Canada, and ample provision is allowed for contraction and expansion, and we guarantee them to be water, wind, and storm proof.

Up-to-date information and fully illustrated catalogues of Steel Roofings, Sidings and Ceilings sent free for the asking.

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

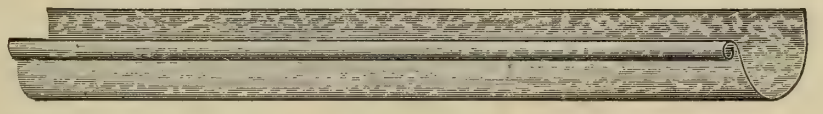
EAVE TROUGHS

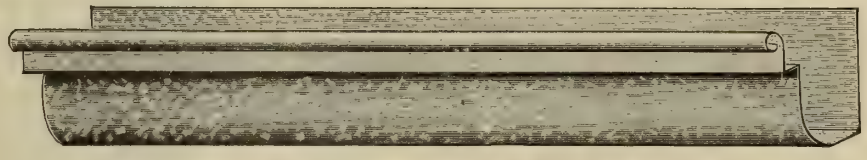
AND . . . .

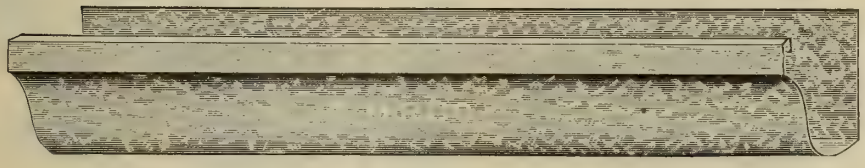
CONDUCTOR PIPES

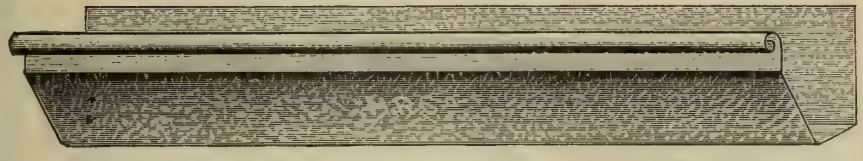
It is cheaper to buy from us than to make them yourself.

WRITE FOR PRICE LIST









Our famous Corrugated Expansion Pipe made in 10-ft. lengths without cross seam.

Our Troughs Fit Together Perfectly.
No Time Lost in Adjusting Them.

We are prepared to fill all orders in any of the above styles. Any pattern Eave Trough made to order.

When yon buy from us, you're sure of the best Galvanized Steel Plate.

Metallic Roofing Co., Limited, 1179 King West, Toronto

2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 55c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 50c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — There has been no change in these. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., andcotton oakum, 9 to 11c.

HIDES.

Rule quiet and in fair demand. Beef hides are lower. We quote as follows: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9c. for No. 1, 8c. for No. 2, and 7 for No. 3.

ASHES.

Unchanged. First pots, $3.50 to $3.60; and seconds, $3.15 to $3.20.

COAL.

Steady, as follows: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60.

PETROLEUM.

In fair enquiry and higher. We quote: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities

MONTREAL NOTES.

Turpentine has declined 2c. per gallon.

Canadian petroleum has advanced ½ to 1c. per gallon.

Ingot tin has advanced ½c., and similar gains have been scored by ingot copper and spelter.

ONTARIO MARKETS.

TORONTO, March 25, 1898.

HARDWARE.

BUSINESS still continues to tend in the direction of greater briskness The demand is principally for a general assortment of shelf and heavy hardware, tinware and granite ware. Harvest specialties and spades and shovels are in strong demand. Orders are still being booked for forward delivery for barb wire, and the demand continues good for oiled and annealed fence wire. The factories are still busy turning out wire nails, although the new business received during the week has not

STANDARD of AMERICA for 30 Years

NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

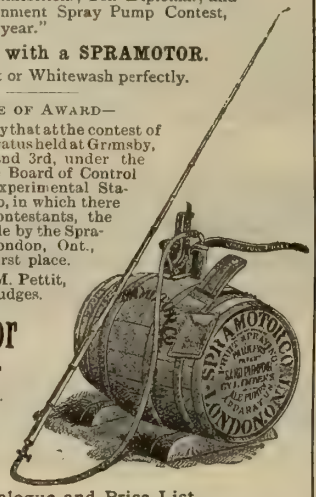
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

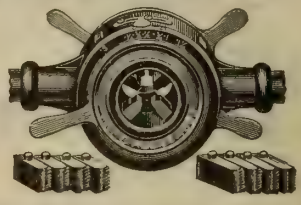
You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby, on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 Richmond St.
London, ONT.
Send for Catalogue and Price List.

THE DUPLEX ADJUSTABLE DIE STOCKS



They thread pipe and bolts better and easier than any others. Send for a circular and particulars.

THE HART MFG. CO.
21 Wood St. Cleveland, O., U.S.A.

For sale by—

Rice Lewis & Son	Toronto, Ont.
A. R. Williams Machinery Co.	Toronto and Montreal.
Thomas Robertson & Co.	Montreal, P.Q.
Jenckes Machine Co.	Sherbrooke, P.Q.
C. Mackenzie, Milne & Co.	Sarnia, Ont.
Wood, Vallance & Co.	Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey	Victoria, B.C.
Hickman-Tye Hardware Co.	Victoria, B.C.
E. G. Prior & Co.	Victoria, B.C.
Oil Well Supply Co.	Petrolia, Ont.
Robb Engineering Co.	Amherst, N.S.
Frothingham & Workman	Montreal, P.Q.

W. C. CRAWFORD
Tilbury, Ont.
Manufacturer of all kinds of
WOODEN HANDLES
Including
AXE, FORK, RAKE, HOE, SHOVEL, SLEDGE, PICK, HAMMER, PEVIE, ETC.

We also make Tapered Pike Poles, Doubletrees, Neckyokes, Whiffletrees, etc.

We thoroughly season all our material in Hot Blast Kilns, constructed specially for drying hardwood, therefore our goods remain straight. OUR CUSTOMERS ARE NOT OBLIGED TO PAY FREIGHT ON WATER. We grade high, finish perfectly, pack neatly and guarantee our goods to be second to none.
Write for Price Lists and Discounts.

ARMS FOR THE KLONDIKE
Where Wet and Cold Prevail must be chosen with CARE and JUDGMENT.

Consider—if you can keep the wet out of your rifle it will not *rust* nor *freeze*. Only
Marlin Repeaters
have Solid Tops, shedding water like a duck's back. Our *197-page book* (just out) tells all about them. Up-to-date information about powders, black and smokeless; proper sizes, quantities, how to load; hundreds of bullets, lead, alloyed, jacketed, soft-nosed, mushroom, etc.; trajectories, velocities, penetrations. All calibres 22 to 45; how to care for arms and 1,000 other things, including many trade secrets never before given to the public.
Free if you will send stamps for postage to
The Marlin Firearms Co., New Haven, Ct.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

probably been as heavy as it was. Business is improving in cut nails; also in horse nails. The demand for bolts is being well maintained. A decidedly better trade is to be noted for rope. Churns and clothes wringers are moving out fairly well. Cutlery is still going out in nice quantities, particularly for the British Columbia trade.

BARB WIRE — Orders are still being booked for shipment from Cleveland, while a few orders are being booked for shipment from local points. We quote: $1.80 f.o.b. Cleveland, and $2 from stock. Terms, 30 days or 2 per cent.

ORDINARY FENCE WIRE—Shipments of oiled and annealed wire are still being delivered, while enquiries for prices on the different gauges are coming in freely. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC. — The demand is still good for coppered spring wire and coppered steel, and a fair quantity of tinners' wire is moving.

WIRE NAILS—Shipments are still going out freely, and the factories are busily employed. At the same time, orders are not coming in as freely as they were a week ago. There is no change in the situation as far as prices are concerned. Base price, $2 for delivery in Toronto and Hamilton, and $2.05 in London. At points outside these named the price is $1.90, freight equalized in Montreal. Carloads 5c. per keg less than above figures. Terms, 4 months, or 3 per cent. off for cash in 30 days.

CUT NAILS—The slight improvement noted last week has been maintained. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade is improving. Durthe week quite a few enquiries for the new brand "Açadia" have been received. Discount, 50 per cent.

HORSESHOES—Trade in this line is not nearly as heavy as it was. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS—The demand for these keeps up fairly well, with prices unchanged. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—There does not seem to be any decrease in the volume of business, a good demand still being reported for tire, carriage, and machine bolts. Discounts are as follows: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS—Business in this line is still fair, but without any special feature. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE--Trade is decidedly better this week, and a number of orders have been received from the Northwest and British Columbia. We quote: Sisal, 7-16 in. and larger, 7 to 7¼c.; ⅜ in., 7½ to 7¾c.; ¼ and 5-16 in., 8 to 8¼c.; 3-16 in, 8½ to 8¾c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — These are moving out nicely at unchanged prices. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The improvement noted last week has continued, and trade is now considered fairly good. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—A great many enquiries are being received borh for leather and rubber belting, and prices are steady. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES — There is a fair business doing at former quotations. We quote as follows: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH — Is moving very slowly. We quote $1.20 per 100 square feet. Terms, 4 months or 3 per cent 30 days.

CUTLERY—The demand is good, but it is still principally on British Columbia and Klondyke account.

SPORTING GOODS—Rifles and revolvers and ammunition are in good demand for shipment to British Columbia. Guns are also receiving some attention.

SPADES AND SHOVELS—The demand for these has materially increased, and business is now considered good. The demand is principally for the cheaper grades. Discounts, 45 and 2½ per cent.

HARVEST TOOLS—Stocks are now in fairly good shape, and large shipments are being made almost daily. Discounts, 60, 10 and 5 per cent.

GARDEN HOSE — Orders are still being booked, and some shipments are going forward. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER — There has been very little moving during the past week. Prices are as before. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

BINDER TWINE—Quiet. Pure manilla, of United States make, is being quoted at 6⅝ to 6¾c. f.o.b. factory, and 7c. delivered.

CEMENT—Business has begun to pick up nicely. Prices throughout are steady and unchanged. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

Shippers have not much reason to complain in regard to the metal trade, business being fairly good, while prices have an upward tendency. Copper is about ½c. per lb. dearer, and an advance of 10 per cent. is to be noted in brass. An advance of ½c. per lb. in ingot tin is also announced.

PIG IRON —There is still practically nothing doing as far as the local market is concerned. The outside markets are steady. We quote Southern soft on the track Toronto as follows: No. 1 foundry, $15.50; No. 2, $15.25; No. 3, $15.

BAR IRON—There is very little doing, the market being quiet and featureless. We

McMULLEN'S

Poultry Netting

These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by

The Ontario Wire Fencing Co. Limited,

OF PICTON, ONT.

For Sale by . . . .

The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.

And by — Hardware Jobbers throughout the Dominion.

James Cooper, Montreal, General Agent for our Railway Fencing.

quote: Base price $1.50 to $1.60 from stock and $1.40 to $1.45 from factory.

Hoop and Band Iron—Trade is not as brisk as it was, but at the same time a fair quantity is going out in both these lines at prices quoted. We quote: Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

Sheet Steel—A slight improvement in the demand is to be noted for both the No. 1 and No. 2 qualities. Prices are firm. We quote as follows: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

Black Iron—A number of large orders have been received during the week, and trade in general is satisfactory. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

Galvanized Iron—There has been quite a strong demand for the heavier gauges, in the large sizes of which stocks are somewhat low. While the trade has been fairly satisfactory in the lighter gauges, no difficulty has been experienced in supplying the demand. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

Pig Lead—Business is fair. We quote: Imported, 3¾ to 4c.; domestic, 3⅜ to 3½c.

Ingot Tin—The price has been advanced, but there is not much improvement to be noted as far as actual business is concerned. We quote Lamb and Flag and Straits, 16½ to 17c.

Ingot Copper—This has again advanced and jobbers are now asking 12½ to 13c. per lb. There is not a great deal doing.

Sheathing Copper, Etc. — Outside of some good import orders trade in general has been slow. Prices have advanced about ½c. per lb. in sympathy with the ingot copper market. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

Iron Pipe—Some fair-sized orders have been received during the week, and in general trade is fairly satisfactory. We quote as follows: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

Soil Pipe—Trade is only moderate, at the discount of 60, 10 and 5 per cent.

Range Boilers — A good trade is still reported in this line. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates — There is very little doing, as far as shipments from stock are concerned, but orders are being booked for import at prices varying from $2.35 to $2.45 per box, according to destination. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

Tin Plates—Trade has been fairly satisfactory, quite a large quantity of the best grades having moved during the week. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

Terne Plates—Are still quiet. We quote: I C, $6 to $6.75; IX, $7.50.

Sheet Lead—Business continues quiet at 5½c. per lb.

Coil Chain—Trade in this line is improving nicely, with prices firm. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2 80; ¾ in., $2.75.

Sheet Zinc—Trade is merely steady and is devoid of any special feature. We quote; in cask lots at 5⅜c. per lb., and small lots at 5½c.

Solder—The demand is still good. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

Antimony—Dull. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

GLASS.

There is a fair movement from stock, with prices steady. Some houses will not receive any more import orders after this week. They report orders coming in well during the final week. Prices are unchanged. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

Trade has been good this week. The demand is general, but there is a specially brisk movement of liquid paints and sundries. Orange mineral is scarce and firm in price. Stocks of castor oil are also light. Paris green, which has been quiet for some time, is this week beginning to go forward more freely, and from this out until the close of the season an active business is looked for. Prices are firm. White lead is being shipped freely, and while some maintain that an advance is likely to take place, others maintain that there will be no change. Ready mixed paints are being shipped in large quantities, and for the next two months a busy trade is looked for. Coach colors, varnishes and stains are also active. The demand for turpentine has been confined largely to purchases for quick requirements. The market is materially weakening. Linseed oil is steady in price. Brushes, dry colors and whiting are active. Glues are still high in price, owing to shortage of stock material. Turpentine varnishes, which have been held at high prices, will ease off with the drop in the turpentine market. There is fair demand for stains, enamel dressing, sponges and chamois. There is a big accumulation of goods waiting spring rates.

White Lead—Ex Toronto, pure white lead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

Red Lead—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

Litharge and Orange Mineral—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

White Zinc—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

Paris White—We quote 90c.

Whiting—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

Gum Shellac—In cases, 22c.

Plaster Paris — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

Pumice Stone—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

Paris Green—Kegs, 14½c.; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Seal Oil—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

Castor Oil —In cases, 10½c. per lb. and 11½c. for single tins.

Linseed Oil — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

Turpentine—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

Trade is brisk, all lines in good demand and coming in freely. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

HIDES, SKINS AND WOOL.

Hides—The demand has fallen off considerably, another decline of ½c., the fourth

FOUR REASONS WHY DEALERS should sell a brand of Stove Polish which, above ALL others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

Fourth: NO OTHER Stove Polish ON EARTH has so large a sale.

of this amount in as many weeks, is noted. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c.

CALFSKINS—A decline of 2c, is noted for both No. 1 and No. 2. We quote as follows: No. 1 veal, 8 lbs. and up, 10c. per lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. A decline of 10c. is noted. We now quote at $1.15 to $1.25.

WOOL—There is a quiet, steady trade, with pulled wools quoted at 20 to 20½c.

SEEDS.

There is a fair jobbing trade in many parts of the country. Since the decrease in prices many Canadian holders and growers show a tendency to hold their seeds for higher prices, which are not likely to be paid. We quote red clover at $2.75 to $3.25. There is such a range of values in alsike that it is quoted all the way from $2 to $4. Timothy is steady at $1 to $1.50 for machine threshed, and $1.50 to $2 for strictly choice to fancy bright unhulled flail-threshed seed.

PETROLEUM.

There is little doing, though business is not as quiet as usual at this time of the year. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.;

COAL.

Business is quiet, with prices unchanged. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, $4.46, net tons.

MARKET NOTES.

Sheet brass has been advanced 10 per cent.

Both ingot copper and ingot tin are ½c. per lb. dearer.

Stewart & Wood, Toronto, are putting on the market this week a line of household paints called "Handy Family Paint." This brand will be put up in small tins to retail at 10c., and will include all colors.

MANITOBA MARKETS.

WINNIPEG, March 22, 1898.

THE late heavy snowfall has tended to somewhat damp building operations, but still matters are being pushed. Geo. D. Wood & Co. have commenced work on their foundation, put in last fall. The McIntyre Estate has a gang of men at work clearing out the foundations of the old building.

Barbed wire is moving very freely just now, also dairy supplies, such as churns, butter workers, cream separators and the like. Speaking of separators, it is quite surprising the growing demand for these machines. One farmer remarked the other day: "Well, I don't go much on separators myself, but then folks ask if you use one, and if you say you don't they seem to think your butter ain't as good," and with calm deliberation he planked down the necessary $55 for the smallest size.

The J. I. Case Co. evidently think business is going to be good, as they have invested in property for both an uptown office and a large warehouse. The latter will be put under construction immediately.

All kinds of building hardware are selling well, and building paper is cheaper than it has ever been before.

There is little change in the price list for the week. In fact, one wholesale man remarked: "Change in prices? No, we are a great deal too busy to be changing our prices just now." The only change is an advance of 5c. per gallon in turpentine, in sympathy with eastern prices.

We quote as follows:

Barb wire, 100 lbs.	$2 50
Plain twist wire and staples	3 00
Oiled annealed wire 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Green wire cloth, per 100 feet	1 40
Poultry wire, per 100 feet	55
Wire nails, 30 to 60 dy, keg.	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy.	2 45
" 20 to 40	2 50
" 10 to 16	2 55
" 8	2 60
" 6	2 65
" 4	2 90
" 3	3 15
" 3 fine	3 45
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	4 15
Snow shoes	4 40
Steel, light	4 40
" extra light	6 00

Pratt's astral, 17c. in bulk.

Bar and band iron, $2.10 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 50
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	$7 75
" ⅜	8 25
" ¼ and 5-16	8 75
Manilla, 7-16 and larger	9 00
" ⅜	9 50
" ¼ and 5-16	10 00
Cotton, all sizes, lb.	15
Axes, per box	$5.50 to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb.	25c.
Spades and shovels	40 p.c.
Harvest tools	60 to 60-10 p.c.
Axe handles, turned, second growth hickory, doz	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.c.
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Robin Hood, M	$18 00
Eley's 12 gauge, M	16 00
American, M	16 20
Shot, Robin Hood	10 00
Ordinary, per 100 lbs	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed	70 and 30 p.c.
Granite ware, according to quality	50 to 60 p.c.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

Fishing Tackle.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

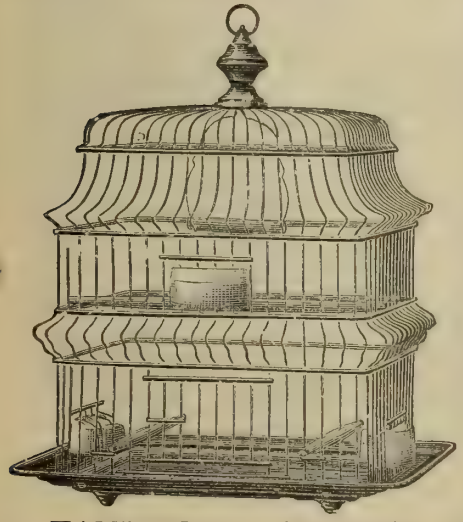
TRADE MARK.

The Allcock, Laight & Westwood Co., Limited

73 Bay Street, TORONTO, and REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

E. T. WRIGHT & CO.



HAMILTON - CANADA.

HAVE YOU SEEN IT?

AN attractive catalogue just issued to the trade is that of Chas. Boeckh & Sons. This is their 25th edition, and contains some 150 pages, with nearly 400 different qualities of brushes, brooms and woodenware, and nearly three times that number of separate sizes and qualities, completely illustrated, with index.

Just inside the front cover may be seen the exact sizes and photos of medals received at World's Fairs in Paris, France; London, Eng.; Philadelphia, Pa., and on several occasions at our own expositions. This alone speaks volumes for Canada and Canadians, and the sterling qualities of the goods manufactured by this well-known firm. A few of the pages are devoted to sketches of some of the most important departments, such as the bristle stock-room, duster and broom, household and paint brush departments, with the employes at work.

At a first glance over the numerous pages, a person would hardly realize the large variety of brushes manufactured by this firm, and wherever you may go, to the far east or west, Boeckh's brushes and brooms will always be found in the leading stores.

The firm extend you a cordial invitation, when in Toronto, to visit their commodious office and sample rooms and see what they assert to be the largest and best display of brushes in Canada.

Chas. Boeckh & Sons have also recently equipped their factories with electricity generated by their own plant.

PATENT REPORT.

Below will be found the complete report of patents granted to American inventors in lines appertaining to hardware. This report is especially prepared for this paper by Marion & Marion, head office, Temple Building, 183 St. James street, Montreal: 600,643, J. Horn, bicycle; 600,534, R. Hoffmeister, bicycle brake and foot rest; 600,595, G. W. Pond, bicycle chain connection; 600,752, W. E. Taft, bicycle driving mechanism; 600,584, J. Kaye, sliding door lock; 600,571, A. T. Bagley, ice cream freezer; 600,618, H. S. Lockwood, key; 600,730, C. E. Lincoln, step ladder; 600,849, C. M. Brown, door knob; 600,685, W. S. Doig, nailing machine; 600,542, S. D. Lincoln, pencil sharpener; 600,837, B. Lyon, computing scale or balance; 235,139, automatic billiard time register; 235,018, manufacture of bougies, stomach pumps, and other surgical instruments from celluloid; 235,061, buckle; 235,072, construction of buildings; 235,867, combined water cooler and water holder; 235,918, button-hole cutting machine; 235,879, sealing fruit cans; 235,919, automatic car brake; 235,848, stretcher for carpet cleaners; 235,860, apparatus for cooling, disinfecting, perfuming, etc.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager)

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sol by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes

ST. JOHN, N.B.

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Pile Work at Meaford Harbour," will be received until Monday, 4th day of April, 1898, inclusively, for the construction of pilework in the harbour of Meaford, Grey Co., Ontario, according to plans and specifications to be seen at the office of H. A. Gray, Esq., Engineer in charge Harbour and River Works, Ontario, Confederation Life Building, Toronto, at the office of the Postmaster at Meaford, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for seven hundred and fifty dollars ($750) must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
E. F. E. ROY,
Secretary.

Department of Public Works,
Ottawa, 12th March, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.
(13)

SOULANGES CANAL.

Notice to Manufacturers of and Dealers in Cement.

SEALED TENDERS addressed to the undersigned and endorsed "Tenders for Cement," will be received at this office up to noon on Saturday, 9th April, 1898, for the supply and delivery of 120,000 barrels, or any portion thereof, of Portland Cement.

Specifications and forms of tender can be obtained by the parties tendering at the office of the Chief Engineer of Railways and Canals, Ottawa

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation, and place of residence of each member of the same, and further, an accepted bank cheque for 10 per cent. of the total amount tendered for must accompany the tender. This acoepted cheque must be endersed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not, however, bind itself to accept the lowest or any tender.

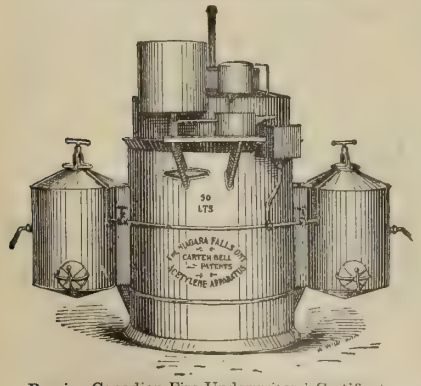
By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 8th March, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (14)

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

WANTED.

A FIRST-CLASS HARDWARE MAN WITH $1,000, would enter a live business concern; must be a well established business, and in a good smart town. Address, Box S, HARDWARE AND METAL, Toronto.

BY YOUNG MAN WITH EIGHT YEARS' EXperience in shelf and heavy hardware store and seeds; can give best of references. Address, Geo. H Awde, Drayton, Ont.

GENTLEMAN WITH FOUR THOUSAND DOLlars, would like partnership, or position of Secretary-Treasurer in established business. Box 2, HARDWARE AND METAL, Toronto.

WANTED—HARDWARE BUSINESS FOR SPOT cash. Box 8, HARDWARE AND METAL, Toronto.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

HARDWARE DEALERS' MAGAZINE

Largest Circulation in its field in the World

One Dollar a Year. ⚜ **D. T. MALLETT, Publisher 271 Broadway, New York** ⚜ **Specimen Copy upon Request**

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

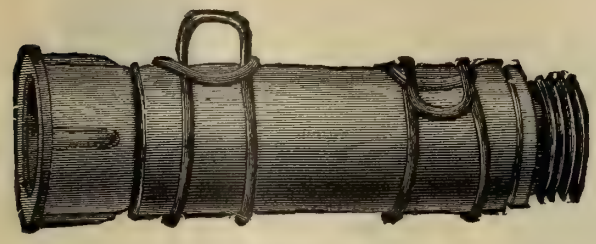
SEND FOR PRICE LIST AND DISCOUNTS

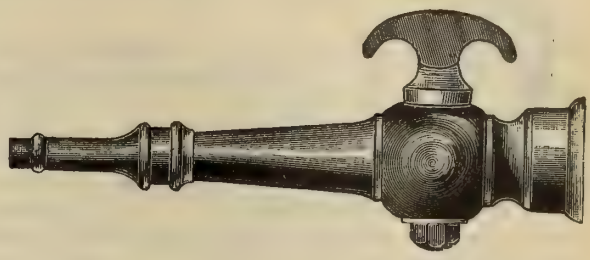
Meakins & Sons, ❀ **Meakins & Co.**
Hamilton **Montreal**

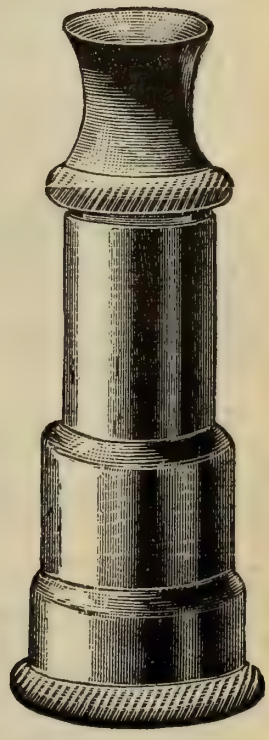
BRUSHES

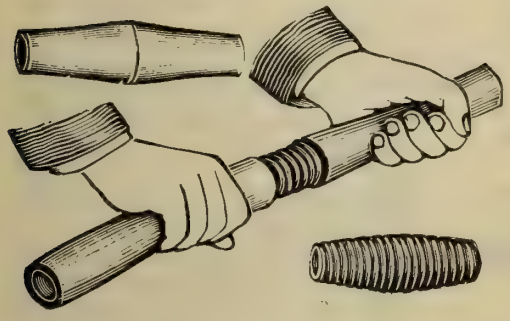
FACTORY SHOWING RECENT ADDITIONS.

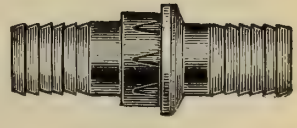
The Scale Manufactory of **The Gurney Scale Co., Hamilton, Ont.**











FOR PRICES WRITE

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONT.

Works
Anderson, Ind.

ARCADE TRADE MARK

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES
Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate our seal

REED'S IMPROVED CUT SEAL ALL FILES ARE FULLY GUARANTEED SPECIAL TEMPER

but not our increment seal.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN A. MACDONALD, general merchant, Puslinch, Ont., is offering 25c. on the dollar.

Laidlaw & Nicol, general merchants, Stayner, Ont., have assigned.

Duncan J. Ross, general merchant, North-East Margaree, N.S., has assigned.

Assignment has been demanded of A. Lebeau & Co., contractors, Montreal.

T. & W. Murray, general merchants, Pembroke, Ont., are going into liquidation.

J. Guimont, general merchant, Petit Matane, Que., is offering 35c. on the dollar.

P. Graveline, general merchant, Ange Gardien, Que., has compromised at 50c. on the dollar.

Pike & Parsons, general merchants, St. Johns, Nfld., have applied for insolvency declaration.

Beecroft & Talbot, saw and planing millers, Flesherton, Ont., have assigned to F. H. Lamb, Hamilton.

J. D. Laidlaw, general merchant, Toronto and Coldwater, Ont., has assigned to John Cameron, Stayner.

Paradis & Jobin have been appointed curators of the estate of Oct. Lapointe, general merchant, St. Rose Du Degele.

PARTNERSHIPS FORMED AND DISSOLVED.

R. D. Perry, general merchant, Holbrook, Ont., has been succeeded by Perry & Co.

T. & N. W. Dobeson, founders, Nanaimo, B.C., have dissolved, Thomas Dobeson continuing.

Barr & Lee, general merchants, McDonald's Corners, Ont., have dissolved, John G. Barr continuing.

Mederic Perron and Alfred Perron have registered as proprietors of the firm of A. Perron & Co., general merchants, Stethecle, Que.

Robert Scott and John Macdonald have registered as proprietors of the firm of Scott & Macdonald, general merchants, Scotstown, Que.

Oscar P. Boulard and M. H. Boucher, have registered partnership as hardware merchants, under the style of Boulard & Co., Montreal.

Wm. Piper and W. Posti have bought out the Red Deer branch of the hardware firm of A. E. McBride & Co., Calgary and Red Deer, N.W.T.

Fortunat Ponton and Francois X. Thivierge have registered as proprietors of the firm of Ponton, Thivierge & Co., founders, Chambly Basin, Que.

SALES MADE AND PENDING.

The stock of the estate of L. O'Connor, general merchant, Sudbury, Ont., has been sold.

Cornelius Fisher, blacksmith, Staples, Ont., has sold out to S. Mutbrown.

W. J. Manley, harness maker, Brigden, Ont., has sold out to W. J. Lamont.

S. Frost, blacksmith, Bogart, Ont., has been succeeded by James Gabourie.

W. H. Stevens, blacksmith, Cultus, Ont., has been succeeded by George Riddle.

The real estate of Charles Bazinet, trader, Montreal, Que., is to be sold by auction.

Herbert Deverell, general merchant, Ravenshoe, Ont., is advertising his business for sale.

Archibald Cochrane, general merchant, Strabane, Ont., is advertising his business for sale.

The stock of the estate of Doering Bros., general merchants, Waterloo, Ont., has been sold.

The stock of the estate of J. J. Hopkins, general merchant, Chatsworth, Ont., has been sold.

The stock of the estate of Wm. Graydon, general merchant, Mono Road station, Ont., has been sold.

D. Nelson & Son, general merchants, Truro, N.S., are advertising their business for sale by tender.

Spriggs & Buchanan, Toronto, have discontinued business as wholesale saddlery' hardware dealers.

W. S. Pickup, dealer in stoves and tinware, Millbrook, Ont., has been succeeded by R. H. Edmunds.

W. T. Shatford, general merchant, Vernon and Camp McKinney, is selling out his Camp McKinney branch.

The stock of O'Meara & Hodgins, general merchants, Quyon, Que., has been sold at 40c. on the dollar.

A. C. Landry, general merchant, Grand Metis, Que., has purchased the stock of J. D. Levasseur, insolvent, at 70½c. on the dollar.

J. K. Laflin, hardware merchant, etc., St. Stephen, N.B., has sold out to A. A. Laflin and G. W. Dinsmore. Business will be carried on by the new firm, under the style A. A. Laflin & Co.

CHANGES.

Britney & Shafer have opened out in business as painters in St. John, N.B.

Joseph W. Lewis has opened out in business as blacksmith in Petitcodiac, N.B.

Thos. E. Smith, general merchant, Brigham, Que., has started in business.

W. M. Law, general merchant, Anaconda, B.C., has removed to Greenwood.

Clavet & Dobie are opening out as general merchants in Edmonton, N.W.T.

Tierney Bros. general merchants, Arnprior, Ont., are opening a branch in Quyon, Que.

Emma Blain, wife of Dolphis Rancourt has registered as proprietress of the firm of D. Rancourt & Cie., general merchants, St. Johns, Que.

Robert Stephenson has commenced business as blacksmith in Port Elgin, Ont.

Wm. E. Armstrong, tinsmith, Mount Forest, Ont., has gone out of business.

Fraser, Walters & Co. have been incorporated as hardware merchants in Victoria, B.C.

The Frontenac Lead Mining and Smelting Co., Limited, Toronto, have obtained charter.

Frank C. Robins has registered partnership under the style of the Yarmouth Cycle Co., Yarmouth, N.S.

FIRES.

D. McAllister, general merchant, Comber, Ont., has been burned out.

W. R. Andrews, tinsmith, Collingwood, Ont., has suffered damage by fire.

Coy Bros., saw millers, Upper Gagetown, N.B., have been burned out ; no insurance.

Samuel Danis, general merchant, Orleans, Ont., has been burned out ; partially insured.

Fred. W. Hathaway, general merchant, Granville Ferry, N.S., has been burned out ; insurance, $1,600.

DEATHS.

D. A. Stewart, hardware dealer, etc., Stayner, Ont., is dead.

Wm. Kidd, of Kidd & Co., general merchants, Athlone, Ont., is dead.

Edward Sayer, general merchant, etc., Mississaqua River, Ont., is dead.

Arthur Harper, of Stuart & Harper, dealers in machinery, Winnipeg, is dead.

MAN'S HUMANITY TO MAN.

In the midst of the rush and tumult of business, when each man is looking out for his own welfare, and so many ambitious ones are willing to climb upwards, even over the necks of those left behind in the race toward success, there is a great measure of relief in such an incident as is noted in The Woodstock Sentinel-Review : "Robert McCaffrey, an employe of the Bain works, has written a touching acknowledgment of the kindness done him by his fellow-employes during his illness : 'In what is by many called a godless, selfish age,' Mr. McCaffrey writes, 'such works of brotherly helpfulness and Christlike sympathy should not pass by unrecognized. I am proud to be associated with such a band of workmen and Christian employes.'"

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper...

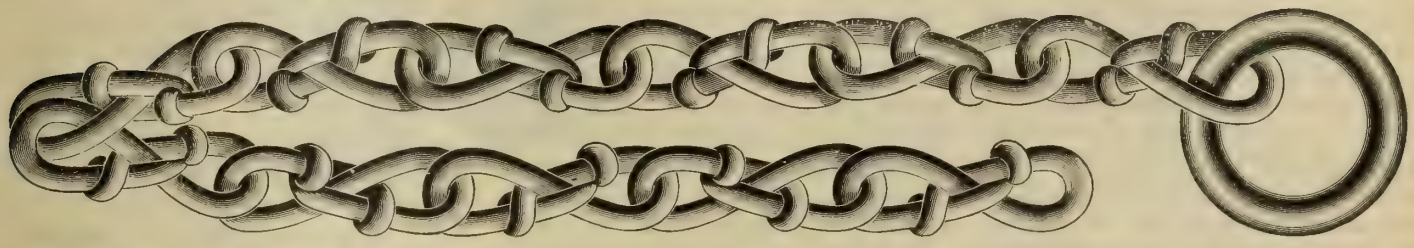
WIRE

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS....
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Oneida Steel Wire Trace

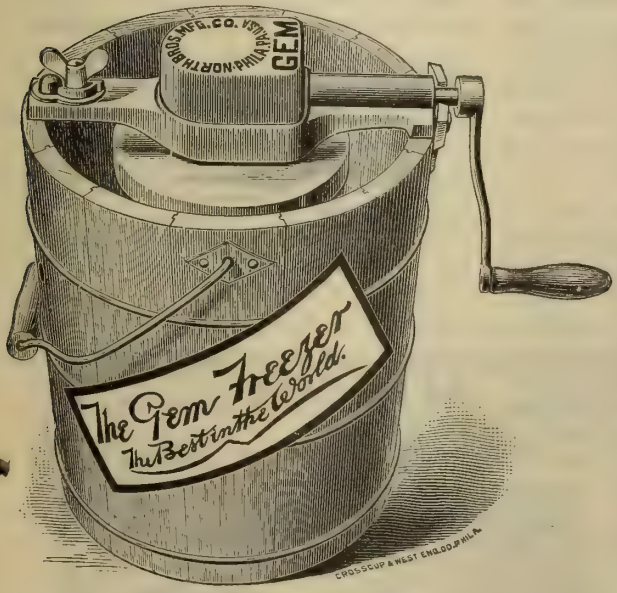


NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

"GEM" ICE CREAM FREEZER

1, 2, 3, 4, 6, 8, 10, 12, 14 Qts.



THE Gem is the only double-action Freezer of reputation made to-day. Why? Because all imitations of it have failed, and the Gem is the only one that has stood the test of practical use. The Gem has been the model to other makers for all that was best in an ice cream freezer, and has been imitated (without success) more than any other freezer made in the last twelve years.

.. WITH ..

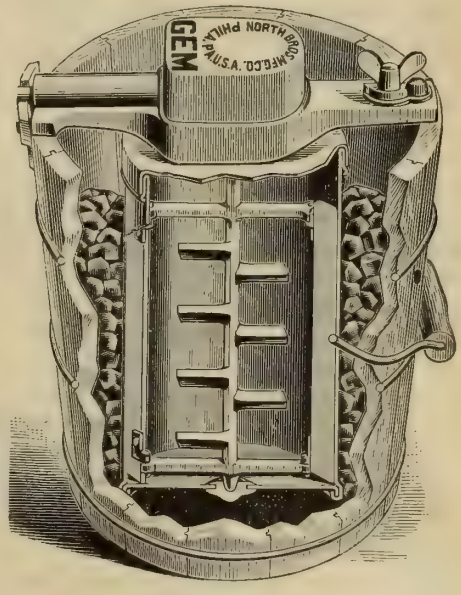
New Automatic Twin Scrapers

that insure positive and continuous scraping of frozen cream from side of can.

They also have:

WHITE CEDAR PAILS with Electric-Welded Wire Hoops, guaranteed not to break or fall off.

DRAWN STEEL BOTTOM CANS, guaranteed not to break or fall out. Strongest and most durable Pails and Cans. Made and used only in Freezers made by



Interior View.

Showing new **Automatic** Twin Scrapers, and with the Dasher or Beater which has been a favorite for many years.

The Electric-Welded Wire Hoop Cedar Pails and Drawn-Steel Bottom Can are also shown.

NORTH BROS. MFG. CO., Philadelphia, Pa.

CATALOGUES mailed free ... on application.

SOLD BY LEADING JOBBERS EVERYWHERE.

Plumber and Steam-Fitter

SMALL THINGS IN CONNECTION WITH WARM-AIR HEATING.

S. HAMPTON RIPON.

LITTLE items in connection with warm-air heating are often overlooked, and a so-called first-class job just rendered less effective than it otherwise would be.

To point the moral, one often finds a heater installed without a single damper in the warm-air leaders, and if attention is called to the neglect the reply is made that "the registers can be closed at will." Now, a moment's calculation will reveal the loss of heat wasted in this manner. Take an ordinary furnace job, piped, say, with four 10-inch and three 8-inch pipes, leading from the bonnet, with an average length of 10 feet each. This would give a total length of 40 feet of 10-inch and 30 of 8-inch pipe; or, if the 8-inch leaders were to supply second storey registers, there would be three stacks of risers of 4 x 10½ inches, averaging about 10 feet each, or 30 feet more. Now, suppose two of the 10-inch pipes are closed at the registers and one of the 8-inch at the second floor. We find in the 20 feet of 10-inch pipe an area of a little over 50 square feet, and in the 8-inch pipe 40 square feet, or 90 in all, of excellent radiating surface, wasting its heat in cellar and walls; or applying the rules used by engineers in steam and hot-water heating, enough heat wasted to warm a room 12 x 15 feet square. Most of this could have been saved at a cost not to exceed 70c., by placing a damper in each main air leader, not over one foot from the furnace bonnet. Again, a single casing costs just a little less than a double one, or one jacketed with asbestos, but the heat wasted in the cellar by this saving of a possible $1.50 would be sufficient to heat a chamber or bathroom to a comfortable temperature.

It takes a little time to fill the sand ring on the top of the bonnet, and the saving of this half hour leaves another source of waste wide open.

A real estate dealer in New York city told me an experience of his along the penny saving line. In a departure from his usual custom, he accepted the lowest competitive bid on furnace work. The successful bidder used the cheapest kind of stock for leaders and risers; he had to do so in order to make any profit. Some of the leaders showed rust spots when the job was completed, but the owner did not particularly notice them, until a prospective buyer, to whom he was showing the houses, put his finger through one of these spots. Mr. Customer Prospective refused to look at the house further, naturally concluding that if the material used in the heating work was so poor, the balance of the construction would be equally shabby. A sale of a house was lost by the saving (?) of a few dollars or cents on the heating apparatus.

A common source of needless waste is the lack of proper checks in the smoke-pipe. If the draft of the chimney flue is very strong, something more than a modification of the Boston damper is needed. A plain damper placed in the pipe between the check and the chimney may add a cost of 15 cents to the apparatus, while, at the same time, it will save more than that in one March day, when the wind blows a gale.

No steam or water heating engineer would think of having basement mains uncovered on a first-class job. An inch thick wrapping of asbestos, magnesia, mineral wool, hair felt, or other non-conducting material is thought none too much. But the warm air apparatus is installed with bare pipes, whose surfaces radiate heat very rapidly, and whose area exceeds that of steam or water mains by more than two hundred per cent. Generally no covering at all is used, or, at best, only a thin wrapping of asbestos paper. To be sure this is better than nothing; but is it any exaggeration to say that every dollar expended in suitable protection of the heater pipes from excessive radiation will save seventy-five per cent. annual interest in fuel expense?

The pitch of the pipes is another matter often neglected. A little trouble in preparing a foundation, a little excavating, it may be, will insure the successful working of an apparatus when neglect to do this will result in annoyance and loss.—Heating and Ventilating.

PLUMBING AND HEATING CONTRACTS.

J. A. Gordon, of Montreal, has the contract for the plumbing, heating, and ventilating of four houses for A. Bishop, St. Lamberts, Que.

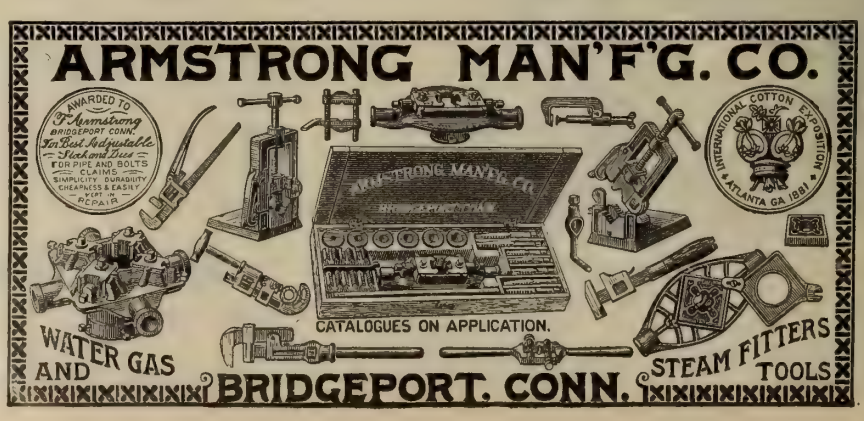
A. MacKay & Co., of Montreal, have the contract for the plumbing, heating, and ventilating of a house for A. Gault.

Geo. R. Woodburn & Co., of Montreal, have secured the contract for the heating of a house for Mr. McGarvey.

E. C. Monnt & Co., of Montreal, have the contract for the plumbing, heating. and ventilating of two houses for S. C. Dounson, also the plumbing, heating, and ventilating of a house for H. R. Poppan.

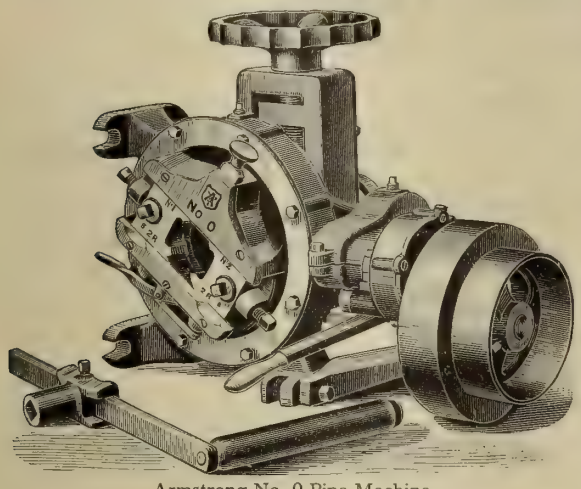
DOMINION RADIATOR CO., LIMITED.

The Canada Gazette gives notice that Joseph Wright, contractor; David Carlyle, builder; John Stark, broker; John M. Taylor, manufacturer, and Chas. T. Stark, broker, all of Toronto, are seeking incorporation under the style of the Dominion Radiator Co., Limited. The company will be capitalized at $300,000, and will take over the business of the Toronto Radiator Manufacturing Co., Limited, and carry it on as heretofore, except that it will be under the new style.



ARMSTRONG'S NO. 0 PIPE MACHINE, WITH POWER ATTACHMENT.

THE recognized merit of the No. 0 new hand pipe threading machine, the latest addition of the Armstrong Manufacturing Co. to their large line of improved pipe machines, and now in general use by the trade, has created a wide demand from mills and factories for the same machine to be run by power. To meet the



Armstrong No. 0 Pipe Machine.

market the Armstrong Manufacturing Co. have lately brought out an attachment which can be easily fitted to the machine and turns it at once into a power machine. This attachment is composed of an extra gear and pinion, with two cone pulleys, which is slipped on the pinion of the second speed, and has a stay bolted on the base to support it, making it perfectly strong. The engraving shows the machine with attachment ready for the belt. The No. 0 machine is made for threading pipe ⅛ inch to 2 inches, and bolts from ½ inch up to 1½ inches. The working parts are all encased, so as to keep them free from chips and dust. The gear of the die head does not bear on the head when revolving, and therefore does not wear loose by friction. This is considered the very latest improvement on threading machines, and makes it impossible for the operator to produce a "drunken" thread. There are other attractive and meritorious features, original in this machine, and which have been made to meet the demands of the trade. Full particulars can be obtained by addressing the manufacturers, either at Bridgeport, Conn., or 139 Centre street, New York City.

HIGH-GRADE CLOSETS.

The Sanitary Supply Co., Montreal, have just placed on the market a high-grade class of washout and siphon closets, known as the "Agate" and "Pearl" washout, and the "Diamond" siphon jet. These closets are sold complete with all fixtures, and, being made of vitrous ware, are guaranteed against erosion.

PLUMBING AND HEATING NOTES.

Kent county, Ont., is going to build a $20,000 poor house.

Saortly before one o'clock, on Tuesday, fire broke out in the shop of John Monahan, plumber, at 672 Queen street west, Toronto. The building and contents were damaged to the extent of $75.

The C.P.R. will put up a new station at Galt and raise its bridge there five feet this summer.

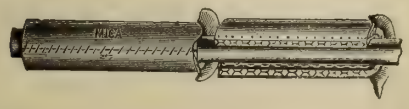
Michael Walsh has registered as proprietor of the firm Michael Walsh & Co., Montreal.

A meeting of the Toronto Master Plumber's Association will be held next Monday evening, the 27th inst. Important business is expected to be transacted.

Speaking of the proposed new station at McAdam, Mr. Timmerman said the tenders were now being considered, and an award will be made in a few days. The station will be a fine structure of stone and brick, costing over $30,000. It will contain the offices and waiting rooms, a fine dining hall, and eight or nine sleeping rooms. All will be handsomely finished, and the station will be a decided attraction in the railroad town. Another improvement at McAdam will be the electric light. It is the intention to instal a plant, from which the shops and yards will be lit with arc lights, and the station, offices and other buildings with incandescents.—St. John Globe.

Permits have been issued in Toronto to B. E. Forester for a two-storey addition in the rear of No. 244 Delaware avenue, to cost $150; to the Dominion Transport Co., for a two-storey brick stable on John street, to cost $3,500; to W. V. Eccleston, for a pair of semi-detached two-storey brick dwellings on Close avenue, near Queen street, to cost $4,800; to Edward Musgrove, for a detached two storey dwelling on Roncesvalles avenue, north of Queen street, to cost $2,300; to M. Rawlinson, for an additional storey to the storage warehouse at No. 13 St. Joseph street, to cost $1,200; to Geo. Howard, for a new plate glass front at the corner of West Lodge avenue and Queen street.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Wharf at Les Boules," will be received at this office until Monday, the 28th day of March next, inclusively, for the construction of a wharf with stone approach at "Les Boules," Little Metis Harbor, Rimouski County, P.Q., according to a plan and a specification to be seen at the offices of the Clerk of the Dominion Public Works, Quebec (Post Office Building) and the Postmaster at Little Metis, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for twenty-five hundred dollars $2,500.00) must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

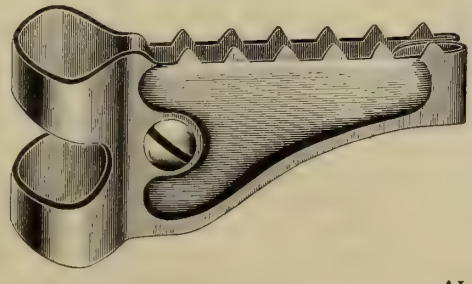
By order,
E. F. E. ROY, Secretary.

Department of Public Works,
Ottawa, 26th Feb., 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (13)

BICYCLE SUNDRIES

Toe Clips, Coasters, Wrenches and Bicycle Pad Locks.



—— ALSO ——

"Giant" Metal Sash Chain.—Pulleys.—"Red Metal" and Steel Sash Chain, Pad Locks, and Rat Traps.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

Send for Sundry Catalogue.

Bridgeport, Conn., U.S.A.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

Mar. 25, 1898.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	. .	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60 "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"	...	1 90
inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.95; ½ inch, $2.15; ¾ inch, $2.60; 1 inch, $3.55; 1¼ inch, $4.75; 1½ inch, $5.85; 2 inch, $8.25 per 100 feet.

Galvanized, ½ inch $3.51, ¾ inch $4.26, 1 inch $6.75 to $7, 1¼ inch $8.10, 1½ inch $10.35, 2 inch $14 per 100 feet.

Cast, soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4 ... 0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 54

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss ... } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	....	6 00
Forest Clipper	....	6 25
Lance	8 50	9 00
Mann's	6 25	8 00
Maple Leaf	....	7 25
Hand Made	...	7 50
Climax	....	7 75
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	2 900

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn s, per doz	3 00	10 00

Clips.

Axle dis. 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern "M" brand	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal.......... " 15
Mystic Metal.......... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz.......... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d.......... 2 25
6 and 7d.......... 2 15
8 and 9d.......... 2 00
10 and 12d.......... 1 95
16 and 20d.......... 1 90
30, 40, 50 and 60d. (base).......... 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 to 55 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral.......... .... 0 17

OILERS.

McClary's galvan. iron oil can, with pump, per doz...... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.......... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross.......... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.......... $ 50 00
No. 38 Hand Machine, range 1½ to 4.......... 100 00
No. 56 Hand Machine, range 2½ to 6.......... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.......... 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.......... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

rn, square, per doz........ 1 35 2 00

PRUNING SHEARS,

per doz 4 5 50

PULLEYS.

Hothouse, per doz.......... 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning.......... 0 35 2 50

PUMPS

Canadian cistern.......... 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz.......... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz.......... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8¼
⅜ in..........	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent..........

SASH CORD.

Per lb.......... 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen..........
"Empire," McMillan&Haynes, per ft.......... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only.......... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.......... 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz.......... 2 20 3 00

SCREW DRIVERS.

Sargent's per doz.......... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz..... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.......... 2 30 2 45
" black.......... 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.......... 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
ron, American.......... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz.......... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.......... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton.......... 15 00 18 00

Stove Polish.

No. 4—3 dozen in case.......... $4 50
No. 6—3 dozen in case.......... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.......... 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..........
Copper tacks .... ⅛
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.......... 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.......... 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks, discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box.......... 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.......... 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.......... 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz.......... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.......... 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each.......... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.......... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent.; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..........	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd..........	....	....
Plain twist..........	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

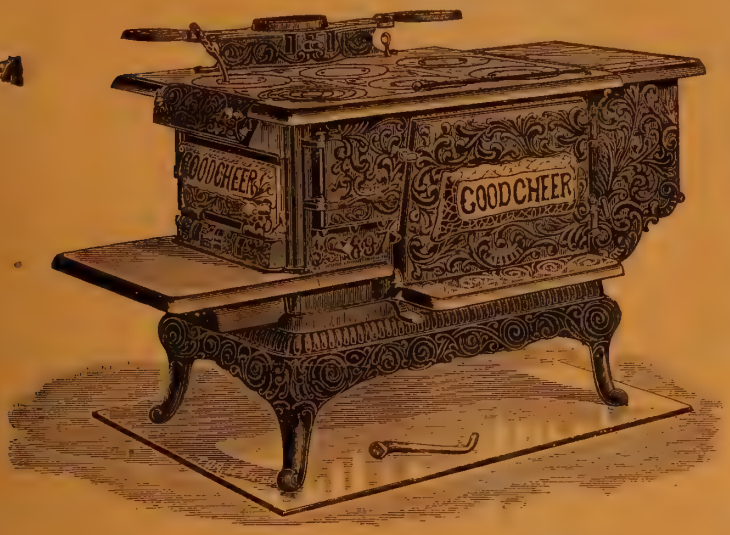
WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2 00

GOOD CHEER RANGES

LARGE STEEL OVENS

Three styles each—Square and Reservoir, with or without High Shelves or Closets, Coal or Wood, or Wood only.



SOLD BY LEADING DEALERS EVERYWHERE

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

READ THIS TESTIMONY

REGARDING

Galvanized Sheet Iron

DEAR SIRS,—Having been requested to furnish you with a report on **BEST BEST POPLAR GALVANIZED IRON,** I have much pleasure in testifying as follows:

The sheets are perfectly flat.
The finish is unexcelled, being bright and even.
It will double seam in 26 gauge each way of grain.
It is true to gauge.

Yours truly,

MEMRAMCOOK, N.B., March 7, 1898. C. M. LEGER.

We are Sole Agents for above iron

J. WATTERSON & CO.

MONTREAL

Knowles, Ham & Nott Co.

Limited.

BRANTFORD

The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y, (LIMITED) PARIS, ONT.

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

Paints

We can give you anything and everything in Paints. We have all kinds, all colors and all shades—but only one quality, and that the **Highest.**

Varnishes

We manufacture the famous Monarch Brand. What better could you get? It is well known and appreciated by the painting trade. If we have not already received your order, don't delay it.

THE

James Robertson Co.

Limited.

263-285 King Street West

TELEPHONES 819 — 1511 — 1292.

TORONTO

THE PAINT MAKERS.

Oils

Well, we don't need to tell you what kind of oils we have, you already know. "Always the best, and nothing but the best," is our motto, and we stick to it. Let us have your order early.

Enamels

Yes! we can supply you with anything in the Enamel line. We have Porcelain, Oxidized, Bath and Bicycle Enamels — all of them strictly first grade. Send for our color card. It is something really nice this year.

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, APRIL 2, 1898 | No. 14

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

ARE YOU SELLING GALVANIZED CANADA PLATES? IF NOT, WHY NOT?

If you want to, buy "Queen's Head" brand and have the best that is to be had. If you want something not so expensive, try "Fleur de Lis," we can recommend them.

JOHN LYSAGHT, Limited
Bristol and Montreal

(Address, A. C. LESLIE & CO., Montreal)

They Can Not Leak.

Screwed Nipple connections.

No Bolts, Rods, or Packing.

The Only Safe Way.

Judge them in the only fair way—their constant upward progress for eleven years past. Made by the largest Radiator Manufacturers under the British Flag—hence, faultless in construction.

Handsome—durable—unique in the quick, free, perfect circulation they yield—one minute does it. Absolutely tight at every connection—screw nipples. They can't burst, because the openings are of generous size. Agencies at Montreal, Quebec, St. John, N.B., Winnipeg, Vancouver, Auckland, N.Z., London, Eng.

The Safford Radiators.

Sole Manufacturers:

THE TORONTO RADIATOR MANUFACTURING CO., Limited
TORONTO, ONT.

RICE LEWIS & SON
(LIMITED)

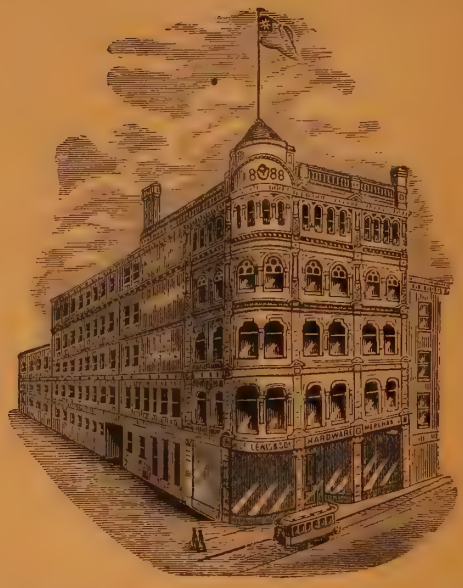
ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware



MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

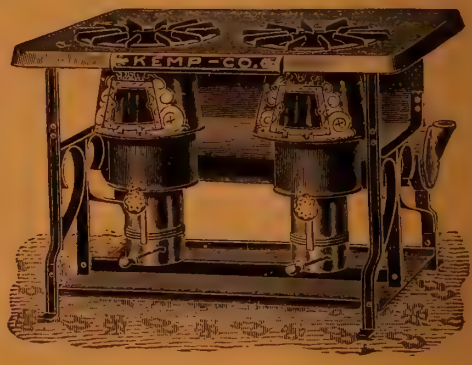
THE BOOTH COPPER CO.
Limited.

TORONTO

Kemp's . . .

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

No Perforations to be easily filled up with dirt.

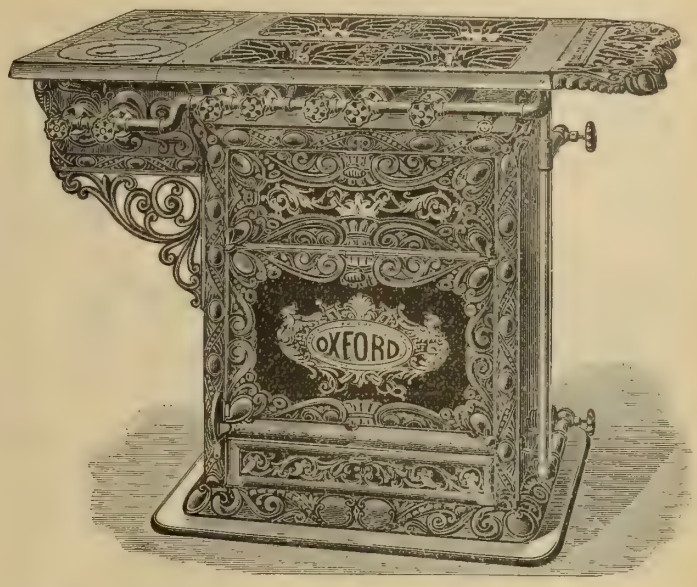
HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.
Toronto, Canada

Are You Ready for The Season's Trade ?

OXFORD.... GAS RANGES

Are just the Seasonable and Profitable Goods you need.



THEY ARE PERFECT IN CONSTRUCTION AND ATTRACTIVE IN APPEARANCE. .... NEVER FAIL TO PLEASE. ....

NOW READY—Our new low-priced Oxford, with Flush Top, Slotted Burners, Quick Opening Valves, and 2 equal sized ovens, 16 x 16 x 11½.

ALSO—The famous Quick Meal Blue Flame Oil and Gasoline Stoves, for which we are sole Canadian agents. **Write at once for Price Lists and be ready for the demand.**

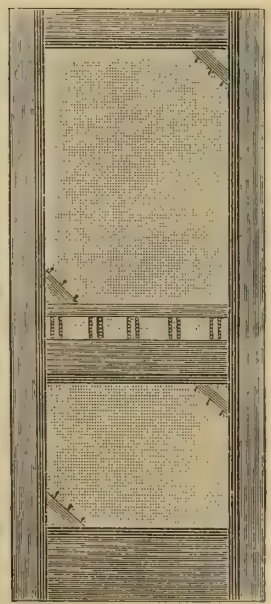
THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Screen Doors and Windows

Poultry Netting

Green Wire Cloth



M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:
Samuel, Sons & Benjamin
164 Fencherch Street, London, E.C.

26 to 30 Front St. West
TORONTO

SOLE AGENTS FOR PROVINCE OF ONTARIO

DO NOT FORGET

that price-cutting means generally a reduction in quality and value.

Henry Boker's

Hardware, Cutlery, Etc.

are standard brands for the respective goods. **No Mixed Stock.**

Caverhill, Learmont & Co.

MONTREAL.

Canadian Horse Nails

Owing to the action of the Horse Nail Association, we have decided to offer the above brand to those wishing a superior quality of cheap horse nail. These are not "Culls," but are made from Swedish stock, by the same process as our "Monarch" brand, and are carefully sorted by hand, and we guarantee them to be superior in both stock and finish to any other nail of this class.

These are made in same style of head, "Oval Top," which has become so popular as to cause other makers to copy it.

SAMPLES AND PRICES ON APPLICATION

We shall still continue to offer "Monarch" brand, both in Oval Top and City Heads, at prices and discounts as before. While these nails have been on the market only a year, they are to-day acknowledged to be the leading nail, and the best.

The advantages of buying from us should be apparent to all. We offer the best goods. We do not oblige you to buy a given quantity of nails in order to get the lowest prices. We take all the discounts off the face of invoice instead of obliging you to wait a year for your profit.

Maritime Nail Co., Limited

ST. JOHN, N.B., CANADA.

IN THE SPRING the farmer's fancy turns to thoughts of fresh farm and dairy utensils.

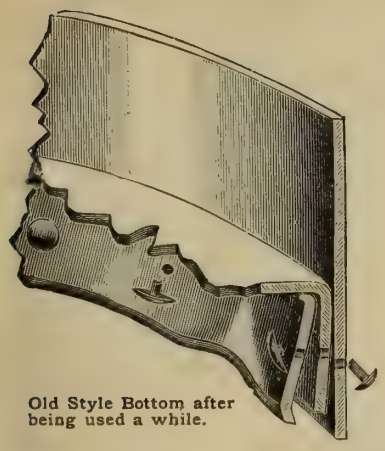
INDURATED FIBREWARE

is impervious to liquids—hoopless—durable—it has many qualities specially adapting it for farm and dairy use.

HARDWARE DEALERS find it a profitable line to carry.

The E. B. Eddy Co. Limited

HULL MONTREAL TORONTO



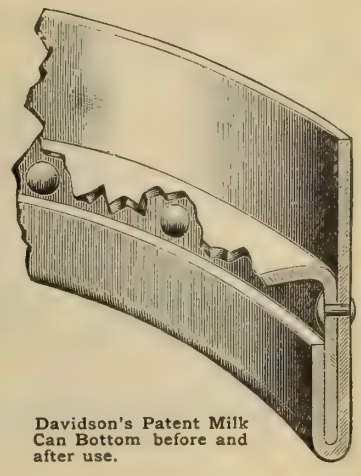
Old Style Bottom after being used a while.

Milk Can Trimmings.

All our "Broad Hoop" Milk Can Trimmings, and Cans made up have the "DAVIDSON PATENT BOTTOM." When once used they need no further recommendation.

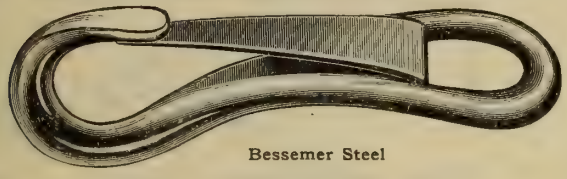
The Thos. Davidson Mfg. Co. *Limited*

MONTREAL.



Davidson's Patent Milk Can Bottom before and after use.

OUR LATEST IN SNAPS.



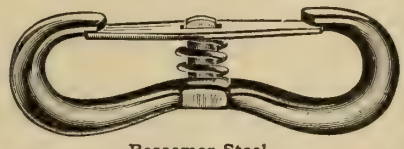
Bessemer Steel

SOLID STEEL ROPE SNAP.

½ in. Sizes. 5/8 in.

No Cast Iron.

No Rivets.



Bessemer Steel

DOUBLE BIT SNAP

Made in Two Sizes.

Size of Cut for Bits.
Twice Size of Cut for Breast Chains.

ONEIDA COMMUNITY, Limited,
NIAGARA FALLS, ONT.

1898 **SPRING DELIVERY** 1898

The Canada Paint Company, Limited.

Special Announcement to the Trade:

Having made ample storage arrangements, a large proportion of our Spring Orders is already packed and will be on cars within the first three days of low freights.

We hope to complete delivery of every "Summer rates" order within the first week.

Notice of additions should therefore reach us promptly.

THE CANADA PAINT COMPANY, LIMITED,

MONTREAL. VICTORIA. TORONTO.

EVERY GOOD THING

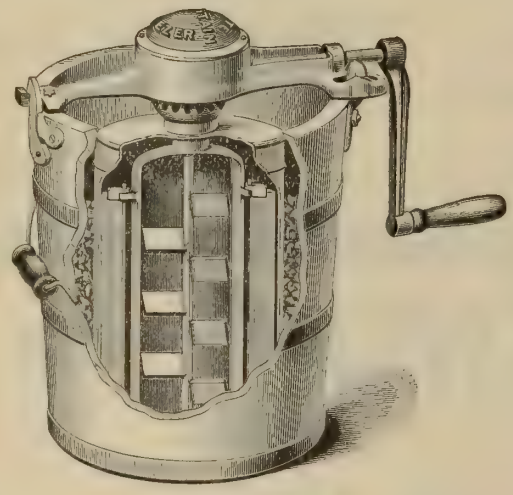
Pertaining to

Ice Cream Freezers

Originated with

And is used in

White Mountain Freezers



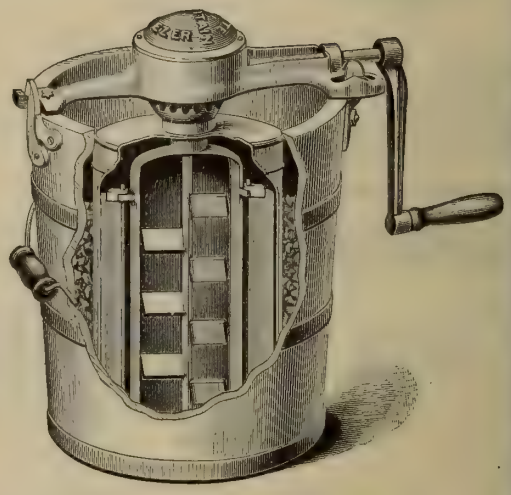
Triple Motion

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer.



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H. U.S.A.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, APRIL 2, 1898 No. 14

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

ATHLETIC GOODS DISPLAYS.

SEEING that sports and pastimes are now so freely indulged in by the community at large, it seems certain that a brisk demand must exist for all kinds of sporting requisites, and, if so, who is so qualified to supply the demand as the hardwareman?

He handles gardeners' tools, farmers' tools, and why not sportsmen's tools? He sells, probably, more articles for outside use, both wooden and metal, than any other line of business, so the impression that these goods should not be in a hardware store does not seem to be well founded.

They are profitable for more than one reason. By this means the merchant is brought into contact with a class with which his other lines do not make him acquainted —and it pays to make friends.

A striking window could be arranged with cricket goods. Place some green baize cloth on the bottom of the window, fix up wickets, place some bats and balls near the wickets, and fill up the ends of the window with golf or lacrosse sticks, or a set of croquet. The back may be tastily arranged by a row of cricket bats. Local hits, in the way of scores of recent matches and photos of prominent players, prove very effective and arouse the public's interest in what the merchant has to sell.

Tnere is one thing against which the merchant must be warned. Do not have the goods piled up in a corner of the store; they are handled and knocked around so much that they become soiled or broken. A rack suitable for holding them would be very cheap, would prevent this annoyance, and would display the goods to better advantage.

TAKING GOODS OUT OF BOND.

It having been reported that, in the case of goods held in bond in London, Ont., the owner thereof could not withdraw part of a shipment at a time, but that the entire shipment must be taken out at once, enquiry was instituted by HARDWARE AND METAL, with the result that it was ascertained from an indisputable authority that part of a shipment could be taken out of bond, but that the part taken out must be complete in itself, i.e., if there are four packages in bond, the importer can take them out one at a time, but that packages cannot be broken and less than a complete package taken.

BRITAIN'S TRADE WITH RUSSIA AND FRANCE.

THE possibility of war between Great Britain and Russia and France is being actively discussed by the daily press. Such a war, aside from the sacrifice of life which it would entail, would in a commercial sense be a calamity.

Great Britain, in 1896, bought $22,677,-443 worth of goods from Russia, and sold to it $11,403,810 worth; from France and the French possessions Great Britain bought merchandise to the value of $50,860,929 and sold to them $21,593,091 worth,

Here is an aggregate trade of $106,544,-273, which, in case of war with those countries, would cease for the time being.

As a customer of Great Britain's Russia stands sixth among the foreign nations, with a proportion of 5.3 per cent. of the whole.

France ranks number three as a customer, with a proportion of 10.2 per cent. to the whole of Great Britain's export trade to foreign countries.

Great Britain's largest customer, according to the returns of 1896, is Germany, which, with her possessions, took $34,077,582 worth, while her next best is the United States with $32,035,784 worth.

Great Britain, to say nothing of her various possessions, is France's best customer, the latter's exports to the former country in 1896 being valued at 1,296,100,000 francs, or 1,364,300,000 francs including the exports to British possessions. In other words, nearly 30 per cent. of the total goods exported from France go to the British Empire.

Great Britain is also Russia's chief customer. The latest returns we have

access to are for 1894, and they show that in that year Russia exported 175,303,000 roubles worth of goods to Great Britain, against a total exportation of 668,753,000 roubles worth. The equivalent of the rouble in Canadian currency is 77.2c.

Canada's trade with Russia is insignificant. Her imports from that country last year were only $15,984, while the exports from Canada to Russia were, in value, but $4,508. With France, however, the Dominion does a much larger business, the exports to that country in 1897 being $690,696, and the imports from $2,601,351.

As far as France is concerned, there are two important factors which tend to militate against war. The one is that two years hence a world's exposition is to be opened in Paris, and the other is the aversion at the present time of the peasantry of France to war. At the same time, the fact cannot be overlooked that the influence of the army is paramount in France at the moment.

Commercial interests are becoming more and more influential as factors in preventing hostilities between civilized nations, and it is to be hoped their influence will be strong enough in the present instance.

BUSINESS IN SCOTCH PIG.

A customary feature of the spring import business in iron material, at Montreal, has been transactions in Scotch pig iron. During the past ten years, however, the importations of this material into Canada have been steadily decreasing, and, if commission men at Montreal, who represent Scotch furnaces, are correct, they are to be even smaller this season.

They report that so far there has been little or no enquiry for Scotch pig for spring importation, but they assert that the lack of Canadian demand is not likely to worry Scotch or Cumberland furnace men very much.

They have all they can do to supply home wants, as, owing to great activity in shipbuilding, the domestic demand for pig iron has expanded enormously.

One agent stated that his principals had not even given him a quotation, but that on the other hand they had expressed the opinion that stocks of pig iron in Great Britain were likely to be found inadequate.

THE DEFEATED YUKON BILL.

IT is to be regretted that the Senate has seen fit to reject the Yukon railway bill.

What HARDWARE AND METAL said when the conditions of the contract were made known it repeats: Certain of the terms appertaining to the contract were open to criticism, and notably the land grant of 3,750,000 acres. For the building of a railway 150 miles in length it does seem excessive.

But, while acknowledging this, it must not be forgotten that the value of these lands is an undetermined quantity: They may be worth much and they may be worth little.

In fact, the whole thing is, to a certain extent, a speculation.

The Yukon district is undoubtedly enormously rich in gold; but every acre of land in that district is not rich in gold. More blanks than prizes will undoubtedly be drawn by those who go into that part of the country in search of the precious metal and wealth. And, although in the 3,750,000 acres Mackenzie, Mann & Co. would, in all probability, have drawn some prizes, yet that company would, to a certain extent, have had to have taken their chances with other prospectors.

Then, as to the railway itself. Its future as a paying investment was speculative. Placer mining, as a rule, in a few years runs its course. And when placer mining in the Yukon has run its course so would also the railway, for of farming lands there are practically none in that part of the country.

While believing the land grant to be excessive, we are also ready to give the Government credit for making what it conceived to be the best bargain, just as every business man tries to make a good bargain in every transaction, although that he does not always succeed is known to all men.

But, granted that the land bonus is, beyond all doubt, excessive, we still maintain that the Senate, in rejecting the bill, has done a most unbusinesslike thing.

The rejection of this bill means that no railway will be built this year, at any rate. And the absence of the railway will mean the loss to Canadian manufacturers, merchants, transportation companies, etc., of enormous sums of money, while the manufacturers, merchants and transportation companies of the United States will be corresponding gainers thereby.

We do not question the loyalty of the Senate in the action it has taken, but we do question its wisdom. And while we do not believe it is reflecting public opinion—at any rate, mercantile opinion—we quite believe it is reflecting public opinion in the United States, for press and people over there have time and again acknowledged that the proposed railway would divert the Yukon trade from United States to Canadian channels.

THE OUTLOOK ON CEMENT.

IF the enquiry for forward and prompt shipment at Montreal is any criterion, the spring requirements in imported cement are much greater this year than last.

The remarkably fine open weather at present, which is much earlier than usual, no doubt has a lot to do with the cement enquiry.

Not only have several good orders been placed for prompt shipment from stock on Western account, but, there have been large contracts closed for importation. In this connection it does not seem as though importers would profit any by holding back, that is, at least, as far as importations of English cement are concerned.

The market in England has not only been an advancing one, but the rise is well maintained, and instead of checking the enquiry on domestic British account, has imparted fresh vigor to it. Indeed, advices to sales agents in Montreal from English makers state that they are overcrowded with orders, and that they have work enough in hand to keep them going to their full limit for a month or six weeks. Some of them are so closely sold up ahead that they hesitate about accepting new work, that they may not be able to carry out.

In the continental works the feeling is less strong, but it is quite natural to expect that to a certain extent they will be sympathetically influenced by the firmness in Great Britain.

Ruling spot quotations on English brands are 5c. per barrel higher than they were at the corresponding period last spring, being firm at $2.10 to $2.20 against $2.05 to $2.15 in 1897. The range on Belgian is almost identical, being $1.85 to $2.00 per barrel ex store.

WIRE CONSOLIDATION EFFECTED.

ALTHOUGH the original movement for the consolidation of the wire concerns in the United States failed of its purpose, the efforts which were afterwards continued on a smaller scale appear to have been successful.

The consolidation will take the name designed for the $87,000,000 concern, that is, the American Steel and Wire Co. But, while it will bear the same name, it will not have the same capitalization, the capital under which it has been incorporated by the State of Illinois being $24,000,000.

The number of plants in the consolidation is fourteen and they are distributed as follows : One at St. Louis, two at Joliet, three at Cleveland, one at Beaver Falls, Pa., one at Pittsburg, Pa., one at Allentown, Pa., two at Dekalb, Ill., one at Anderson, Ind., one at Salem, O., one at Findlay, O. In addition, it will have offices and warehouses in San Francisco, Portland, New Orleans, Denver, St. Paul, Louisville, Chicago, Cleveland, Pittsburg, New York, Montreal, and London, England. The new company takes possession of the various plants on April 4.

The factories under the control of the company will have an aggregate producing capacity of from 700,000 to 800,000 tons of wire and wire rods, which will go into the various products now made by them, including wire nails, barbed wire, woven wire fencing, plain, galvanized, bright, and other varieties of wire.

Compared with the total production of wire rods, wire, etc., in the United States, the output of the new concern is estimated at from 75 to to 80 per cent. of the whole.

The plants included in the consolidation are : The Consolidated Steel & Wire Co., seven plants (one at St. Louis, two at Joliet, one at Cleveland, one at Beaver Falls, Pa., one at Pittsburg, one at Allentown, Pa.) ; the I. L. Ellwood Co., two plants at Dekalb, Ill.; the American Wire Nail Co., one plant at Anderson, Ind.; the Salem Wire Nail Co., two plants (one at Findlay, O., and one at Salem, O.) ; the HP Nail Co., one plant at Cleveland ; the American Wire Co., one plant at Cleveland.

The principal companies not in the consolidation are : Washburn & Moen Manufacturing Co., with plants at Worcester, Mass., and Waukegan, Ill.; New Castle Wire Nail Co., New Castle, Pa.; Oliver Wire Co., Pittsburg; Cleveland Rolling Mill Co., Cleveland ; John A. Roebling's Sons Co., Jersey City, N.J.; Trenton Iron Co., Trenton, N.J.; Cincinnati Barbed Wire Fence Co., Cincinnati ; Gilbert & Bennett Manufacturing Co., Georgetown, Conn., Blue Island, Ill.; Dillon-Griswold Wire Co., Sterling, Ill.; Grand Crossing Tack Co., Chicago; Pittsburg Wire Co., Pittsburg,

There are enough in and enough out of the consolidation to make matters interesting if the various firms should take it into their heads so to do.

Wire nails, barb and other descriptions of wire have been weaker and lower in the United States, but the consummation of the consolidation scheme will likely impart a steadier feeling to the market.

When a merchant's spirits are low he should force his energies to as high a notch as possible.

DUTY ON TOURISTS' OUTFITS.

The Customs Department has felt it necessary to make a new ruling regarding the admission of tourists' outfits. The outfits are held to comprise : Guns, fishing rods, canoes, tents, camp equipment, cooking utensils, kodaks, musical instruments, etc. The money deposited by the tourist may be refunded if the articles are exported outwards at the Customs port where reported inwards or at another port within six months from time of entry : Provided the articles are produced and their identity attested to before a Canadian Customs officer at the place of export or before a Customs officer at a place outside of Canada. The tourist is required to furnish the Customs officer at the port of entry with a report or invoice of his outfit, in duplicate, one copy of which is to be returned to the tourist when signed by the Customs officer, with the amount deposited thereon. When a certificate of exportation, to the satisfaction of the Customs officer at the port of entry, is delivered to him personally or by mail the amount deposited may be paid to the party entitled thereto, personally or by mail, or otherwise, as he shall direct. It is suggested that post office orders (at tourist's expense for charges) be used for safety in forwarding remittances on above account through the mails.

THE SPADE AND SHOVEL AGREEMENT.

FOR some weeks past there has been a decided scarcity of spades and shovels, the capacity of the factories in Canada evidently not being equal to the demand. As a result, a great deal of inconvenience is being experienced.

To import from the United States the jobbers in Canada cannot, simply for the reason that the manufacturers across the border will not furnish quotations. And the reason they will not furnish quotations is because of an agreement which they have with the makers in Canada.

This agreement, the trade will probably remember, was secured by the Canadian makers paying their confreres in the United States a lump sum to keep out of the Canadian market.

HARDWARE AND METAL, as its policy in the past proves, has always been in favor of using every legitimate means to build up home industries, but the methods employed by the makers of spades and shovels in this country can scarcely be called either legitimate or politic.

CARRYING MAIL BY AUTOVAN.

The autocar is an established thing in Great Britain. The night parcel mail from London is carried by a steam autovan, which was first brought into use on December 18 last. Since that date only twice has the delivery been late, and the average time saved has been 25 minutes per trip over the schedule time allowed the conveyances previously used. As much as one hour out of three and a quarter hours was saved in one instance. Altogether the innovation has worked satisfactorily.

A CATCHY WINDOW DEVICE.

A catchy little window-displaying device is to be seen in a Yonge street, Toronto, store. On the top of a large diamond-shaped card is fastened a 10c. piece. Underneath it are the words "Will buy this," while immediately below is fastened a tobacco pouch which is offered for sale for 10c. By this device the card is made to read : "Ten cents will buy this pouch."

The idea is a good one, and is capable of being applied to a good many articles to be found in a hardware store.

CLERKS AND CONSUMPTION.

AS a medical man, I know that the real cause of the hundreds of cases of consumption among shop assistants is the long hours. With shorter hours the mortality would be decreased tremendously. Doctors all know that a man may breathe foul air for a few minutes or a few hours a day without serious harm resulting; for the reason that the lungs possess—to speak simply—a power of washing themselves. If they are impregnated by dust and dirt to a certain extent they can throw off this impediment and become as good as new. But this can happen only when they are subjected to foul air for a short time—as in the case of a working man who may work in an iron foundry, and swallow floating particles from 7 to 12 in the morning. Then he goes out into clear air for a portion of an hour, and at 6 o'clock leaves the injurious atmosphere behind him for good.

Shop assistants have not these advantages.

Take drapers' shops as an example. The shops where long hours prevail are mostly ill-ventilated. In the winter this ventilation is doubly bad. Now the young man must stand behind his counter twelve or fourteen hours each day. Standing is an excellent exercise; but when other muscles besides those of the legs are not put proportionately into force, then the result is impaired health.

All day he is tearing or cutting calico, prints, woolen goods and other articles of wear. Every time he performs this operation, obnoxious particles are intermingled with the atmosphere to the number of hundreds of thousands. In the case of some prints and cretonnes, the ingredients used for coloring are deadly poison. Cheap calicoes are stiffened with lime, which may be observed in a white layer on the counter after any length is torn off.

This lime is taken up by the air and is breathed into the lungs. The badness of the air causes him unconsciously to take shorter breaths. The result will then be that a part of the lung—generally the top of the right lung—is not inflated for days, but a former unexpelled piece of dust has settled there. The lung by disuse has grown weak, the particles of lime and other injurious matter increase; then bacilli of consumption enter.

We all breathe consumption germs every day of our lives, but unless the lungs are in a bad condition they have no effect on us. In case, however, the lung is weak in a certain spot, it becomes condensed, as we say. After this it is only necessary for the young man to exert himself more than usual for the disease to commence in real earnest.

In the pawnbroking trade consumption is frequently the result of direct contagion. Many articles placed in pawn simply swarm with bacilli. The presence of these germs in the air already vitiated soon results in consumption if the lungs are weak.

In the tailoring trade floating particles of woolen goods dyed with poisonous materials are drawn into the system. Grocers' assistants go into consumption from quite different causes, and in their case the mortality is much less than in the other three trades I have mentioned.

Colds are their chief enemies. The air they breathe is comparatively pure, and even if it were not, they have more genuine exercise than drapers' or tailors' assistants.

Efforts to reduce the number of deaths from consumption among young men and young women in shops can never be radically successful until the hours are shortened to a length proportionate to those worked by the working man.

But assistants may do a little by always paying attention to ventilation, by breathing through the nose, and by light dumb-bell exercise.

Consumption is a terrible disease, and can attack one from the seventeenth year to the twenty-seventh. It may be prevented by careful gymnastics. But the assistant should never think that he has escaped this disease until he finds comparatively easy employment; for so long as he works for fourteen or fifteen hours a day in bad air he is liable to contract the insidious and deadly disease. —Answers.

RUST TRANSFORMED INTO IRON.

A VERY simple and effective method of cleaning rusted iron articles, no matter how badly they are rusted, consists, according to The Electrical World, in attaching a piece of ordinary zinc to the articles and then letting them lie in water to which a little sulphuric acid is added. They should be left immersed for several days or a week, until the rust has entirely disappeared, the time depending on the depth of the rust coat. If there is much rust a little fresh sulphuric acid should be added occasionally. The essential part of the process is that the zinc should be in good electrical contact with the iron. A good way to effect this is to twist an iron wire tightly around the object, and connect this with the zinc, for which a remnant of a battery zinc is suitable, as it has a binding post for attaching the wire. Besides the simplicity of this process, it has the great advantage that the iron itself is not attacked in the least, as long as the zinc is in good electrical contact with it. When there is only a little rust, a galvanized iron wire wrapped around the object will take the place of the zinc, provided the acid is not too strong. The articles will come out of the bath a dark gray or black color, and should then be washed thoroughly and oiled. The method is especially applicable to objects with sharp corners or edges, or to files and other articles on which buffing wheels ought not to be used. The rusted iron and the zinc make a short circuited battery, the action of which reduces the rust back to iron, this action continuing as long as any rust is left.

SOME TRIALS OF CLERKS.

It is evident that clerks in hardware stores have more to contend against than those who work in establishments where but one class of customers is dealt with, remarks Stoves and Hardware Reporter. As a recent issue of a transatlantic journal says, they have to deal with the crotchets of both sexes, which certainly is rather trying. But few people fully realize the amount of patience it requires to be a clerk, submitting, as he does, to the different and harrassing temperaments with which he comes in contact among the customers. Employers should bear in mind that clerks are mortal like themselves, and hence they should not expect more of them than they can endure themselves. This continual jarring and irritation, which cannot help but be engendered by the peculiarities of customers, necessitates the development of an unlimited supply of tact and diplomacy on the part of the clerk, for there are very few customers who deem it an essential requisite in themselves to show consideration to the clerk. Yet no matter how inconsiderate or vexatious customers may make themselves, they must always be treated kindly, for if they are subjected to equal unkindness, offence would be given and patronage lost. It is evident that the clerk has nearly always the worst of it in storekeeping; hence employers should realize that their subordinates are subjected to trials which would exasperate Job himself. There are as many different types of customers as there are sands of the sea. Who does not meet with the colloquial type that can stand jovially talking, and giving vent to supposed witticisms, while other customers are waiting to be served? Then there is the inquisitive, inquiring variety who ask innumerable questions about unimportant features of the goods, or else are desirous of learning all about the construction of an article, beginning with the crude metal from which it was formed to the finished product. Still the poor clerk is expected to be attentive and interested through this tedious search for information. He is not allowed to say to the prospective patron that fools can ask more questions than wise men can answer. Verily, the clerk is a self-repressed creature who is only allowed to speak his mind when in the bosom of his family. It would not be strange if under such circumstances a clerk should become as steely as the hardware which he sells.

USE ACETYLENE GAS.

AT a recent meeting of the Midland Association of Gas Managers held at Birmingham, England, Mr. Thos. Glover, of West Bromwich, read a paper on the generation and use of acetylene gas. The author said :

"By the electrical method of manufacture, tons of carbide can be produced with as little trouble as grains were made before. At the present time, about 800 tons of carbide is the annual output in Britain alone ; and there are large manufactories on the continent and in America. Two years ago this production was nil. One pound of commercial carbide will produce 5 cubic feet of gas, the estimated illuminating power of which is 240 candles ; so that the British production is equal to about 9,000,000 cubic feet of acetylene, or 430,000,000 candle-hours. These figures show that the industry has assumed a position of importance within a short time ; and the question which will be uppermost in many minds here will be, how far acetylene is likely to enter into competition with the article we make for the purpose of giving the public a supply of light, heat, and power.

"Acetylene gas has a strong smell ; it is colorless, soluble in about its own volume of water, and has a density of 0.92. The quality of the light emitted is almost equivalent to sunlight, and is in this respect superior to any other known form of artificial light. It is therefore specially valuable for judging colors, and for photographic purposes. Owing to the small amount of gas required to be burnt for a given illumination, the air vitiation is less than with ordinary gas light. The temperature of the flame is also in its favor ; being only 900 deg. Fahr., as against 1,400 deg. for coal gas. These are some of the considerations favorable to acetylene gas, which show that it is well adapted for many special purposes; and if the Welsbach burner and mantle had not been introduced for use with ordinary coal gas, and such excellent results obtained therefrom, it is possible that acetylene might have become a much more serious rival than it is likely to be now.

"Having dismissed from our minds any undue fears as to competition, we may calmy consider for what purposes, and under what conditions, acetylene can be applied. It has been very properly suggested that for isolated buildings—such as wayside railway stations, and country mansions, where a public supply of coal gas is not obtainable—the new light will be specially applicable. It possesses many of the conveniences of coal gas, without the disadvantages which attend its manufacture on a small scale, and, as compared with private installations of electric light, there would be no delicate machinery requiring attention. The operations connected with producing the gas from the carbide are so simple that it is easy to believe that an installation for a country mansion or hotel could be worked by an intelligent gardener or other servant ; and the advantages of such an installation would be great as compared with oil lamps. For lighthouses, lightships and bouys round our coasts, it is difficult to imagine any light which would equal that obtained from acetylene gas.

"The unfortunate accidents from explosion, which have occurred when the gas was put under compression, have compelled the authorities to place severe restrictions on its use when compressed ; otherwise, its adoption for some of the above purposes would have made much more progress than is the case at present. Danger of explosion when the gas is under compression may be minimized by dilution with other gases, and probably coal gas may be used for this purpose.

FINE WIRE MESH.

The perfection to which micrometical mechanisms and the results of their industrial application are now brought is illustrated in a remarkable degree in the production of certain descriptions of woven wire gauze and cloth, some of these being made with meshes so infinitesimal as to number 40,000 of the latter to a single square inch, says an exchange. The more delicate classes of wire—those which stand related to scientific instruments—are of such fineness as to render their measurement a matter of difficulty ; this task, however, has been made practicable, and platinum wire has been drawn one seven-thousandth of an inch, and in even greater fineness. Aluminum wire, too, has been drawn as fine as 10,500 yards to the ounce, a size too fine to be measured by any gauge or instrument. Iron has also been so attenuated that over two and one-half miles in length weighed only one ounce ; but a still more remarkable instance of this class of mechanical manipulation is the drawing of 24 grains of gold on a silver wire to 120 miles.

LIGHTED BY ACETYLENE GAS.

Another point has been gained by acetylene gas. It was used the other day for the first time on a railway train, when, on the Canada Atlantic express, running from Ottawa to Montreal, it was used for lighting the headlight, the steam gauge, and the postal, baggage and express cars. It was found to work satisfactorily, and the prediction is made that it will be the light for express trains in the near future.

ENTHUSIASTIC

Whenever you see a ***Sherwin-Williams*** man you find an enthusiastic man.

One who is enthusiastic over his business, over his goods, and his firm. So would you be enthusiastic, so would anybody, who once caught the spirit of progress, the air of success, that is carrying this business on and on, with increasing rapidity and power, to greater achievements and greater success, than anything that has ever been accomplished in such a business before.

Might as well try to stop the flow of the mighty Niagara as to endeavor to impede the wave of prosperity on which ***S.-W. P.*** rides.

The . . .

Sherwin-Williams Co.

Paint and Varnish Makers

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

Walter H. Cottingham
Managing Director
Canadian Department.

NELSON'S GROWING BUSINESS.

THE South Kootenay Board of Trade at Nelson, B.C., have issued a circular urging that public buildings should be erected there in accordance with the importance of Nelson as a commercial centre.

Nelson was made a port in August, 1895, previous to which time it had been an outport of New Westminster. The collections at the port have so grown that the total collection last year at Nelson was $431,048 as compared with $407,762 at the seaport of Vancouver. The following statement will give an idea of the growth of the Kootenay district during the last three years:

	Value Imports.	Value Exports.	Duty Collected.
1895	$ 397,393	$ 736,839	$ 84,737
1896	1,147,173	2,790,628	254,851
1897	1,539,993	7,724,522	431,038
Totals	$3,084,559	$11,251,989	$770,626

The Custom's collections in Nelson amounted to $10,375.53, in Kaslo to $4,723.04, in Rossland to $3,773.74, out of a total in the district of $21,125.98.

The inland revenue returns in the last six months of 1897 amounted to $19,162, as compared with $12,542 during the same months of 1896. During last year over $11,163 worth of stamps were sold, $70,661 were issued in money orders, and $4,574 were paid into the savings bank.

Nelson is now the terminus of three railroads, the Columbia and Kootenay, the Slocan River and the Nelson and Fort Sheppard. The Crow's Nest Pass railway will make the fourth. Three banks, the Bank of Montreal, the Bank of British Columbia and the Merchants Bank of Halifax, have branches in the town.

LARGE AND SMALL STORES.

IT is reported, remarks Stoves and Hardware Reporter, that the number of retail stores handling special lines of goods have increased within the last few years. This is sufficient evidence that competition from department stores, which sell all kinds of goods, is not as keen as many imagine it to be.

The assertion has been made so frequently that the big stores have deprived the smaller ones of their trade, that it has come to be universally believed. It is well-known that the stocks of these great establishments include many other and different lines of merchandise from those formerly dealt in by dry goods establishments, and it seemed highly probable that the predicted consequence had occurred, which would involve the destruction of innumerable small stores unable to compete successfully with great aggregations of capital able to transact a vast volume of business at a less percentage of cost, which makes it possible to sell the goods more cheaply.

W. GILBERTSON & CO.

Limited.

Ponterdawe Steel, Galvanizing and Tinplate Works

Ponterdawe, near Swansea — South Wales.

Makers of . . .

Best Siemen's, and Best Siemen's Basic Steel, Steel Sheets. . . . .

Galvanized *patent flattened* and Corrugated Sheets: Brands are, *"Lincoln," "Comet," "Regina," "Gwyned,"* also *Tinplates and Terneplates* of all best makes. (No Bessemer quality made.)

ALEXANDER GIBB

Agent . . . 22 St. John St., Montreal.

It is true, however, that while some minor notion stores may have suffered from the competition, the stores which make a specialty of certain lines of goods have prospered so well that they have increased co-incidentally in number and in trade, and are still increasing quite rapidly throughout the country.

In general, it is said that the volume of retail business done is very much larger in proportion to the population than it has been at any previous time. Fastidious purchasers no longer need to go to other markets for certain goods, since satisfactory ones may be purchased in the home market. There are also less second-hand goods sold than formerly, as well as less repairing of worn-out articles, since, with larger sales and improved processes in manufacturing, the prices of goods have come down so much that it is now equally as cheap to buy new articles.

I.C.R. BUSINESS INCREASING.

Though the through freight business of the Intercolonial railway has fallen off greatly, the total tonnage of the road has in twenty years increased to over four times what it was in 1869.

According to The Halifax Herald, there have been some remarkable decreases in through traffic. In 1887 over 58,000 tons of raw sugar were shipped from Halifax to Montreal. This year there was not any. There has been a falling off of about 50,000 tons of European goods for Montreal in the same time. In 1884-5 more than 8,000 head of cattle were shipped over the I.C.R. for export. There have been none since 1895. The year after the Jamaica exhibition 12,000 barrels of flour went via Halifax to that island, while now hardly a barrel goes.

Yet, the total tonnage of the road shows steady and material increase. The freight forwarded from Halifax by the I.C.R. in 1875-6 was 24,000 tons; in 1885-6 it was 67,000 tons; in 1895-6 it was 100,000, with a small increase last year. The tonnage of freight received at Halifax has increased even more rapidly than that forwarded in these years. In 1875-6 about 34,000 tons were received; in 1885-6 the receipts were 145,000 tons, and last year it had risen to 211,000 tons, or more than six times that of 1875-6.

The passenger traffic out of Halifax on this road has always shown gratifying increase. The number of passengers leaving in 1875-6 was 46,000; in 1885-6 it was 82,000; in 1895 it was 165,000. Last year it was 179,000, nearly four times that of 1875-6.

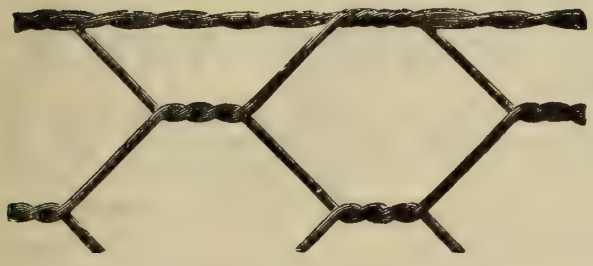
Such a report in regard to the Intercolonial is eminently satisfactory, and gives great hope of future progress in the country through which it runs.

H. S. HOWLAND, SONS & CO.

WHOLESALE
Hardware Only.

37 Front Street West, TORONTO.

Poultry Netting

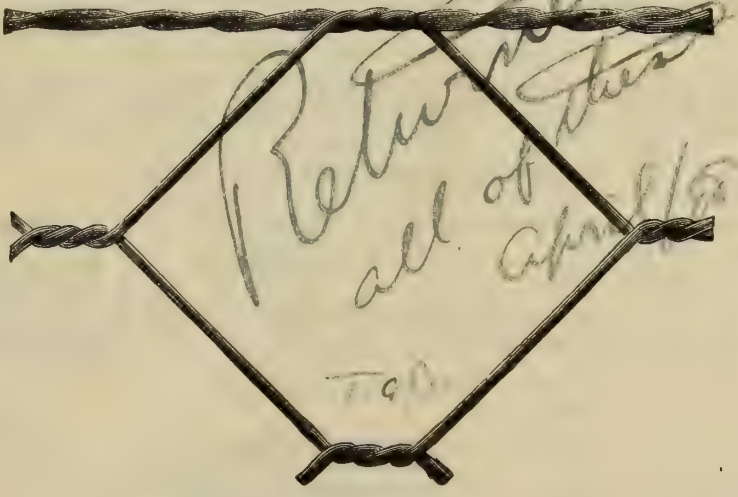


1-in. Mesh 18, 24, 30, 36 inches wide.

1½-in. Mesh 24, 30, 36, 48 inches wide.

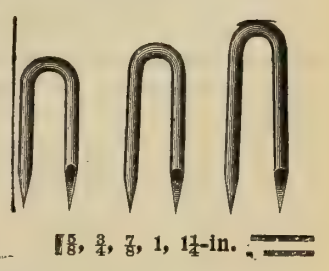
Barb Wire Staples

1½, 1¾-in.



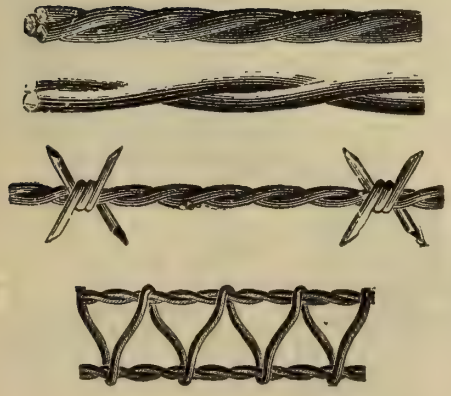
2-in. Mesh 24, 30, 36, 42, 48, 60, and 72 inches wide.

Galvanized Poultry Staples

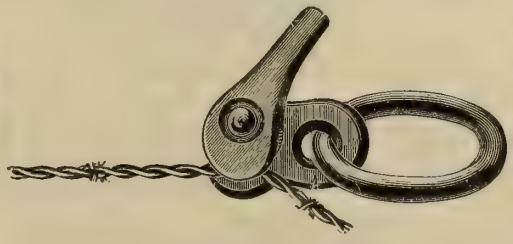


⅝, ¾, ⅞, 1, 1¼-in.

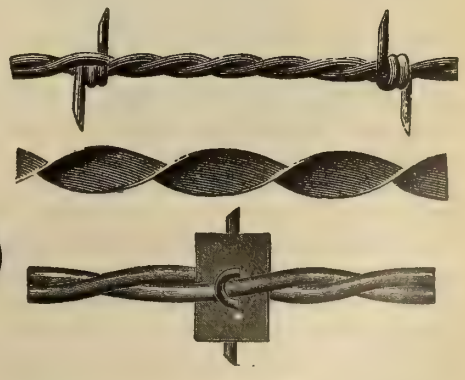
All Poultry Netting is put up in rolls of 50 yards.



Barb Wire AND Stretcher



Barb Wire Stretcher.



H. S. HOWLAND, SONS & CO., TORONTO.

Our Prices are Right. Graham Wire and Cut Nails are the Best. Orders Filled Promptly.

AMONG TORONTO RETAILERS.

Fishing Tackle.

As the spring advances and the warm rains of April tend to modify the icy coldness of our lakes and rivers, fishers old and young will be repairing old and seeking new tackle with which to allure to destruction the many tasty varieties of the finny tribe. This means business for the hardwareman who seeks it. I saw, this week, in the shop of the Griffiths Corporation, Yonge street, a couple of good articles for displaying tackle. One was a large, nicely varnished and flannelette covered rack, which hung on the wall, displaying about a dozen varieties of fancy, jointed fishing rods. The other was a small stand for displaying trawls, reels, floaters, etc. It was about a foot high, had a curved back and two straight sides meeting sharply at the front. From the sides were suspended the trawls, etc., in neat array. On the top rested the reels and the floaters. Everything was so placed that each article could be easily examined from without, and the stand, with its contents, could be lifted up to examine more closely from inside any article upon it.

Handy Display Stand.

Some months ago J. T. Russill had placed in his store a long, glass counter case, square at the top, which was calculated to display articles placed therein, while at the same time serving as a counter upon which to show shelf goods to customers. An improvement has since been added to this idea in the shape of a sliding stand, which fits neatly on the top of the counter case and protects the case from breakage or dirt while showing the shelf goods. As it is small and can be easily moved, it will never hide any considerable portion of the goods in the case. As a convenience its usefulness is unquestionable.

Careless Clerks.

There are few stores, indeed, in which all the clerks are perfect. In fact, I suppose perfection is not looked for, yet it is not unreasonable to expect progress toward that desirable end. In conversation with "The Rambler," a chief clerk this week expressed the opinion that an assistant who knew how to keep stock neat and clean was worth, other things being equal, twice as much as a careless or indifferent clerk. His experience with one or two clerks has been similar to the experience of many a proprietor or head clerk. After spending one or two hours and much thought arranging in an attractive manner a case of bicycle sundries, fishing tackle, or some other series of small wares, he has found in an hour's time the same case in a state of chaos, when a consultation with the cash book shows him that an article of five or ten cents' value has been sold. Of course, there are times when, on account of a rush in work, there is not time to replace each article to the particular spot whence it came, but, even in such a rush, little or no time is lost by replacing the goods in the case with at least some regard for appearances.

THE RAMBLER.

JAMES WARNOCK & CO., OF GALT, REORGANIZED.

The sudden death of Mr. James Warnock has necessitated very extensive changes in the personnel of the business of James Warnock & Co., manufacturers of edge tools, carriage springs, etc., Galt, Ont. They have been extremely fortunate in securing the services of Mr. F. H. Hayhurst, recently with Messrs. Van Tuyl & Fairbank, of Petrolea, who will assume, at once, the entire management of the business. Their factory is now running with its full complement of men, and all orders can be readily filled. With the increase of capital which these arrangements have brought into the business, together with the valuable business experience which Mr. Hayhurst has had, it is the intention of the firm to extend and develop the business to its utmost capacity. Their salesmen are now covering their usual routes and the firm ask of their many business friends a continuance of the extensive trade which they have for so many years enjoyed at their hands.

A HARDWAREMAN'S WINDOW CARD

R. E. Bingham, a Stayner, Ont., hardwareman, has a large card in his window which reads :

IF I REST,
I RUST;
IF I TRUST,
I BUST.
THEREFORE,
NO REST,
NO RUST;
NO TRUST,
NO BUST.

ELECTRICITY CAN'T GO UPHILL.

An electric bell was being fixed in a small village in Monmouth the other day, when the following conversation between two yokels, who were interested spectators, was overheard :

"Say, John," said one, "what is this 'ere 'lectricity?"

"I've heard as how it was a fluid, and runs along them wires," replied John.

"Garn, ye fule!" exclaimed his mate. "How does it go along when the wires slopes up?"

PATENTS PROMPTLY SECURED
GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for free advice. MARION & MARION, Experts, Temple Building, Montreal.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

WIRE NAILS
TACKS
WIRE
Prompt Shipments
The ONTARIO TACK CO
Limited
HAMILTON, ONT.

W. C. CRAWFORD
Tilbury, Ont.
Manufacturer of all kinds of
WOODEN HANDLES
Including
AXE, FORK, RAKE, HOE, SHOVEL, SLEDGE, PICK, HAMMER, PEVIE, ETC.
We also make Tapered Pike Poles, Doubletrees, Neckyokes, Whiffletrees, etc.
We thoroughly season all our material in Hot Blast Kilns, constructed especially for drying hardwood, therefore our goods remain straight. OUR CUSTOMERS ARE NOT OBLIGED TO PAY FREIGHT ON WATER. We grade high, finish perfectly, pack neatly and guarantee our goods to be second to none.
Write for Price Lists and Discounts.

ISLAND CITY
Paint and
Varnish Works
. . Manufacturers of . .
READY MIXED PAINTS and FINE COACH VARNISHES.
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

Window Glass

A full consignment just arrived via steamers British Queen and British King. Orders filled promptly at closest prices.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

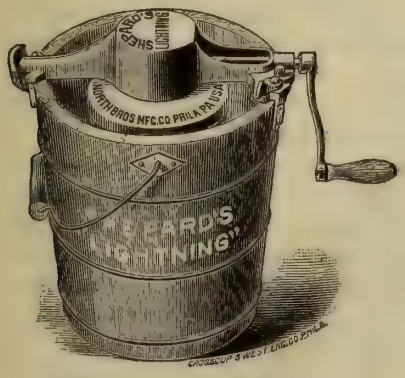
MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

AUTOMATIC TWIN SCRAPERS

are found only in



"LIGHTNING"

"GEM"

"BLIZZARD"

ICE CREAM FREEZERS

They are well advertised, in demand, easily sold, satisfactory in use, and of known reputation. They excel in easy running, quick freezing, economy of ice and salt, and in convenience in use and in practical results.

SOLD BY LEADING JOBBERS.

NEW CATALOGUE (1898)
Sent free on application.

Manufactured exclusively by NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

ORDERS FOR MACHINERY.

THE number of orders that are being received, in the engineering line, from both England and Germany, are quite satisfactory, and the general feeling in the machinery trade indicates that there are prospects of some large contracts being closed almost momentarily by local merchants, which will interest a number of manufacturers who have bid for machine-shop tools of various descriptions. These tools are said to be for a large German machine shop being built near Berlin, involving the expenditure of more than $100,000. The large number of manufacturers who are represented in Germany and England are being greatly benefited by the activity of the engineering trade in Europe. Russia is also developing a number of undertakings which will prove of exceptional advantage to the American machinery and tool makers.—N. Y. Journal of Commerce.

FOREIGN COMPETITION IN SHEFFIED INDUSTRIES.

Mr. Maurice Rodgers, of the firm of Joseph Rodgers & Sons, master cutler of Sheffield, made a somewhat significant statement at the annual dinner of the Sheffield Press Club recently, according to an English paper. "So long," he said, "as the Government of this country were prepared with a scheme of defence—he did not say defiance—the heavy trades of Sheffield would no doubt be prosperous, but the lighter trades of the city asuredly never felt the competition of America and Germany more keenly than now. It was absolutely essential, for the maintenance of our position in the markets of the world, that the masters and workmen should work hand-in-hand if foreign competition was to be met, and above all there must be no more strikes."

THREATENED PIG IRON FAMINE.

The Statist is seriously discussing the possibilities of the pig iron famine. There seems no doubt that our home consumption, in 1897, considerably exceeded the national output of pig iron by over 300,000 tons. To this large excess it is probable that America contributed 100,000 tons, although The Board of Trade Returns only account for 68,139 tons. Since the year opened, however, we have been importing American pigs at the rate of 8,000 to 9,000 tons per month. The Statist thinks that it is quite possible that our present visible supply of a million tons will have disappeared and a pig iron famine begun. Per contra, it is a fact that the production of American pig iron far exceeds the American consumption, Thus, if there is a famine in Great Britain and excess in America, it is clear we must more and more rely upon America for pig iron.

CUTLERY HAFTING MATERIALS DEARER.

There is scarcely a material used by Sheffield manufacturers in the hafting of cutlery that is not steadily advancing in price. At the recent sales in London of stag horns, the best qualities went up from £5 to £10 per cwt. There was a special rush for horns suitable for carvers, and Americans were the largest buyers. They have of late been placing some large orders for this class of handle with horn cutters in Sheffield, one firm undertaking to supply one hundred gross. This order was shared with several houses. The fact that the American makers are going so heavily into the manufacture of high-class carvers is causing anxiety here, whence they have hitherto drawn their chief supplies.—Hardwareman.

The Birmingham correspondent of The Iron and Steel Trades Journal, writes: "Bar iron manufacturers are turning out material at as good a rate as that done previously during the quarter, and steady inquiries are forthcoming, apart from the offers of renewals. The output of the better classes of bars is, however, much below that of common iron, manufacturers of which have had a 'good innings' for some time past. For plates, angles and general constructive sorts there is a satisfactory demand, as some moderately large contracts have been placed in the district. The consumption of best sheets is equal to what has been recorded since the commencement of the year, and in view of an improving business in the industries, for which this class of material is desired, an early increase in business is anticipated. In common sheets sales show no increase, and buyers are not prepared to purchase beyond their immediate requirements, notwithstanding the current low selling prices. Hoops and fine strip makers have booked a fair number of new orders, and in rods and the smaller sizes of iron there is regularity of booking. Gas strip is quieter, but makers do not seek to induce customers to place further orders, as they would offer easier terms, which cannot be accepted without sustaining loss. A brisk trade still rules in steel of all kinds, and makers have enough work to go on with for two or three months. Plates, angles, heavy bars, and sheets, all command a healthy business. Pig iron makers in the district have considerable difficulty in meeting the wants of buyers, and, in the entire absence of unsold iron at any of the furnaces, there is a prospect for higher prices being obtainable for deliveries next quarter."

NEW YORK MARKETS.

NEW YORK, March 30, 1898.

PIG TIN—There were no really new features in the market here. Buyers' operations continued on conservative lines, and did not, to all appearances, extend beyond such quantities as would apparently be needed to cover clearly defined wants. London cables were somewhat higher, and noted also quite liberal dealings in both spot and future deliveries. Here prices were firm on the basis of about 14.40c. in store or on dock and 14.45c. free on board, for lots of five tons or more.

COPPER—Market conditions remain quite generally in sellers' favor, since they afford no indication of falling off in despite of the continued heavy production, nor give any reason to suspect that home consumption is not fully up to the average. However, there seems to be enough copper to go around, and producers are not slow to book desirable orders at 12c. for Lake Superior, 11⅝ to 11¾c. for electrolytic bars, sheets, etc., and 11¼ to 11½c. for ordinary casting stock.

PIG LEAD—There is comparatively little buying at the moment for speculative or other account. Offerings are moderate also, and upon the whole there would seem to be more or less conflicting interest, with neither side in the proper position to gain decided advantage. Prices, therefore, hold at about 3.70 to 3.72½c. for spot or near future delivery of common in this quarter.

SPELTER—Merely ordinary business is being effected and the demand is slack, but enough is doing to make it clear that values are well maintained at 4.25 to 4.35c. for ordinary western, delivery here or at common point. London cables were firm, quoting £18 10s. for good merchant brands.

ANTIMONY—Very fair business is passing in jobbing way and prices are steady at 7¾ to 8¼c., according to brand and quantity.

TIN PLATE—Dealings are still on a rather small scale, and competition, particularly among American makers, continues keen, keeping values more or less unsettled and rather weak.

IRON AND STEEL—Foundry men are at present placing only small orders for pig iron and their entire purchases are of moderate volume. Furnace agents, on the other hand, continue energetic and make

offers that are sufficiently elastic to keep the market rather weak in tone.

Old material is rather slow. Inquiries are fairly numerous, but the majority have the drawback of low bids that hold business in abeyance more or less.

In manufactured products there is no really new feature. Prices all through continue low and rather weak, but show no quotable change.

CHAT WITH A BRAMPTON MAN.

Mr. Wm. Peaker, the junior partner of the firm of Peaker & Son, Brampton, was in Toronto, on Tuesday, on a short visit. In answer to a query as to how business was looking in the county of Peel, Mr. Peaker said: "Things are brisk, and the prospect is very cheering. We have been compelled to double our bicycle orders and, last week, in addition to good sized specifications for heavy and shelf hardware, we unloaded a car of "Elephant" paints and varnishes, and all hands have been steadily engaged, and we will soon be getting ready for harvest tools."

"Any flood this year?"

"No, we escaped the overflow, and all danger is now long since passed. Come and visit Dale's Easter flower exhibit. We endeavor to blend the beautiful with the useful at Brampton, and can show you some magnificent nurseries."

THE INSOLVENCY BILL.

Mr. Fortin's Bill, "An Act respecting Insolvency," which was recently introduced in Parliament and passed its first reading, has been printed and copies thereof sent to the various Boards of Trade and others interested throughout the Dominion.

Mr. Fortin is being inundated with congratulations and questions about the bill, and is much encouraged by the many favorable comments received. A large number of members have expressed themselves as being in favor of the bill, and but very few have shown any opposition thereto. A long pull, a strong pull, and a pull all together, seems to be all that is now needed to secure the adoption, at the present session of Parliament, of this long-sought and most-desirable measure.

ADVERTISEMENTS FOR NEXT ISSUE

On account of the public holiday on the 8th inst., all copy for advertisements should be at this office one day earlier than usual.

"The profit is worth having."

TRADE MARK

one for good.
Seldom see a Goodrich-Resflex back for free fixing.
No future expense tagged to a present sale. . . . .
You get a liberal profit on every pair.
That profit is a net profit.
Isn't that ideal tire-selling?

The Goodrich-Resflex is the best of the Goodrich-made Tires.

Write us. We want to talk about retailing Goodrich-Resflex Tires. The profit is worth having.

American Tire Company, Limited
164a King Street West, Toronto.

A LADY MAY TOUR

to the furthermost parts of town and country if she's not afraid of a punctured tire.

Dunlop Tires

can be repaired by a lady or a little child without the aid of tools---just these **Dunlop Tires** cost more to make than any others, but makers of good bicycles fit them free of extra charge for the riders' sake.

The strongest selling point on any bicycle is "IT'S FITTED WITH DUNLOP TIRES." They are guaranteed. . . . . .

AMERICAN DUNLOP TIRE CO., - TORONTO

DEPOTS IN EVERY PROVINCE.

A LESSON IN ADVERTISING.

A wholesaler had one of the brightest and most impressive lectures on advertising read to him by a country merchant last week that he has ever heard in his life, says an exchange. This merchant is not one of the ordinary merchants. He is a character in his way, a Hibernian, and with his full share of the proverbial wit. This merchant lives in a small city in the state, and buys the better part of his goods in this city. He was in on a buying trip, and passing a wholesale house, he observed paper napkins in the windows. He went in to look at them, for he had sale for such things in his store.

"An' do ye have paper napkins to sell?" he asked of the wholesaler. He did have them, he said. "An' how the divil do I be knowin' that ye have paper napkins to sell, if I don't come down here and happen to see them in the windy? Why don't ye till a man ye have paper napkins? Why don't ye advertise. Thin we'd know what ye had to sell." The wholesaler told him that he did advertise, which was true.

"Ah, yis," said the merchant, "an, how do ye advertise? Ye put a cut of yer buildin' in the paper. Now, what the divil do I be wantin' to see the cut o' yer building for? I don't care for yer old buildin'. It's what's in yer buildin' that interests me. If ye have paper napkins, say ye have paper napkins, and don't be a showin' us a picture of your big sthore. That's the way I'm a goin' to sell these paper napkins I am buyin' of ye. I put an advertisement in me paper at home to till the people of me town thet I have paper napkins to sell and the price they have to pay for thim, and be the powers they come and buy them." This wholesaler told me that he had more good advertising sense rubbed into him in ten minutes by this merchant than he had found in books in the past ten years.

IMPORTANCE OF GOOD CLERKS.

IT is only too evident to many who cannot entirely remedy the matter, that success in the retail branch of business depends to a marked degree upon the clerks, says Stoves and Hardware Reporter. If they show a deep interest in their work and exert strenuous efforts to sell the goods, a great difference is noticed in the number of sales which are made, whereas at other times, when they relax and show no interest in their work, or do not endeavor to persuade customers to buy, a marked falling off is observed. This is a difficult matter to deal with, and yet it is one which requires a remedy that will have a more permanent and enduring effect than simply a sound scolding. It would possibly be better to do something which will make them feel that they are working for their own as well as their employers' interests. To expect clerks to do better from a sense of duty presupposes the presence of a highly developed conscientiousness which few of them possess. Therefore, we advocate self interest as a powerful lever with which to move them. This is the plan of profit-sharing which has been adopted already by many stores. If clerks are given a small but adequate per cent. on the number of sales they make, they will soon summon up energy and enthusiasm which they have hitherto kept under a bushel measure. It is also highly probable that by employing these incentives to arouse the clerks a merchant's sales would be so much larger at the end of a season that he would make a handsome profit, even after giving them a per cent.

A CODE OF BUSINESS RULES.

The Topeka Merchants' Journal asks its readers to hang up this card in their stores:

1.—Customers paying cash are entitled to receive a cash discount of 5 per cent. on all purchases of $1 or over.

2.—Customers settling their accounts once each week will be allowed a discount of 4 per cent.

3.—Customers settling their accounts every second week are entitled to a discount of 3 per cent.

4.—Customers having accounts rendered on the first of each month will be entitled to a discount of 2½ per cent. if paid on or before the 5th of the month.

STEAMERS FOR THE KLONDYKE.

The two boats for the Yukon trade which the Bertram Engine Works Co., Limited, are building will be shipped in sections next week. The company were offered the contract for four boats but could accept but part owing to the amount of work they had on hand.

PERSONAL MENTION.

Mr. John Cowan, of the Ontario Malleable Iron Works, Oshawa, was in Toronto on Thursday.

H. T. Kirk, stoves, tinware and housefurnishings, New Westminster, B.C., is holidaying in Ontario. He was in Toronto this week.

AFTER KLONDYKE ORDERS.

The representative of James Warnock & Co., proprietors of the Galt Edge Tool and Carriage Spring Works, Galt, Ont., is on his way to the Pacific Coast to look after Klondyke orders, which are receiving special attention from this firm.

HISTORY OF SCALES.

THE use of scales or balances is traceable to the earliest evidences of civilization, says an exchange. On the inner walls of sacred temples of ancient Egypt they are represented as being used for weighing human souls to ascertain what they should be assigned for future existence.

Instead of metal bowls or pans being suspended from the balancing beam, the shells of fish or nuts were used in the beginning, and designated by words similar in meaning to shell or scale. During later periods bowls, carved out of wood, were quite generally used, and may be seen in use to-day in some Oriental countries in weighing grain.

Our word balance comes from the Latin word bilanx, bi, meaning two, and lanx, pan—two pans suspended from a balancing beam. The weights used in balancing were numerous and even ridiculous, but not much more so than many of the absurdities still practised in civilized countries. In soul-weighing the tip of an ostrich plume is represented. In weighing merchandise, weights made of stone and metal in the shape of the heads of cattle, and small hard seeds, coins, etc., were used. Our term scruples means sand; dram, handful; grain, little seed; and pennyweight, old silver penny. The use of such weights on one side of the balance, of course, does not compare favorably with our accurate mechanical appliances. No doubt, though, they were as nearly uniform as is our present system, when considered in an international way. For instance, a hundredweight with us very naturally means 100 lbs., but in weighing rough rice in India it means 112 lbs. A ton scarcely has any meaning whatever unless applied to some particular article in a certain locality.

We need not wonder how our primitive ancestors got along without such appliances as platform, wagon and track scales. Their grain was handled in wooden or earthen vessels or baskets, and was transported in skins of animals on the backs of camels and asses. It was, therefore, always in convenient shape for measuring, or to be weighed in the same kind of a balance as was Belshazzar, the Babylonian king, when he was "weighed (figuratively) in the balance and found wanting."

TRADE CHAT.

One morning a minister on meeting a little boy asked him if he had got his porridge. "Ay," promptly replied the urchin. "And did you ask a blessing before you took them?" "No' me." "What, not ask a blessing! Were you not afraid they would choke you?" "'Deed, no; man, they were that thin that they cudna choke me."

"BRADLEY" THH.

Best Charcoal Tin Plates and

"BILSTON"

TINNED SHEETS are THE BEST for Roofing, and Creamery and Cheese Factory Utensils.

Agent: ALEXANDER GIBB,

22 St. John St., MONTREAL.

McMULLEN'S

Poultry Netting

These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by

The Ontario Wire Fencing Co. Limited,

OF PICTON, ONT.

For Sale by . . . .

The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.

And by — Hardware Jobbers throughout the Dominion.

James Cooper, Montreal, General Agent for our Railway Fencing.

Fishing Tackle.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

TRADE MARK.

The Allcock, Laight & Westwood Co., Limited

73 Bay Street, TORONTO, and REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

---

"Build to-day then, strong and sure, With a firm and ample base." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

---

"Cancelling All Previous Lists."

OUR new illustrated catalogue cancels all previous price lists. It is a better book than we have ever sent out before. It cost more money to issue than any one out of the twenty-five editions that have preceded it. It is illustrated with half-tone engravings showing some of our stock rooms and manufacturing departments. There are 148 pages in it devoted to six different departments.

In many cases you will find that prices have been reduced—hence the old book you have won't guide you right.

You may have the new book free, if you send before the edition is exhausted.

Brushes
Brooms
Woodenware

Chas. Boeckh & Sons, Mfrs.
Toronto, Ont.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 1, 1898.

HARDWARE.

THERE has been another week of activity in general hardware circles, and as orders for forward shipment are increasing the inference is that the brisk trade is to be maintained. The chief demand heretofore experienced by houses here has been from Manitoba, the Northwest and the Pacific coast, but with the approach of the first of the month demand has picked up from this province and the Atlantic seaboard. Values, all round, are steady. Plain and barbed wire are being asked for; also cut nails, while horse nails have exhibited increased activity. Demand has kept up for screws and bolts, and nearly every order that came in called for spades and shovels, carpenters' and harvesting tools, cutlery, and firearms and ammunition. Cordage has been quite active also, while hinges have been in brisk demand. Cement and firebricks are picking up quite noticeably also.

BARB WIRE—Trade has been quiet in barb wire, and prices are unchanged at $2 f.o.b. Montreal.

PLAIN WIRE—There has been only a moderate quantity of this line moving, but enquiry indicates an increased business very shortly. Discounts are 40 per cent. on oiled and annealed, and annealed and 35 per cent. on galvanized wire, with the usual terms.

WIRE NAILS—Values rule steady, and demand continues of the same steady character noted before, especially from the Northwest and the Coast. We quote $1.90 f.o.b. Montreal, with 5c. per keg allowance on carload lots.

CUT NAILS—Demand for these, especially for forward shipment, has been quite brisk, and makers report that they have all they can do getting orders filled. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—There is quite an active enquiry for horse nails. Discounts on the standard makes are the same, at 50 per cent.

HORSESHOES—Rule quiet, with prices steady. We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS — There is a steady demand for these, which maintains trade in fair volume. We quote as follows: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BOLTS — The movement of these continues much the same. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS — Business continues fair, under the same ruling conditions. Discounts are as follows: Iron rivets, black and tinned, all

Galvanized Iron

"QUEEN'S HEAD," English

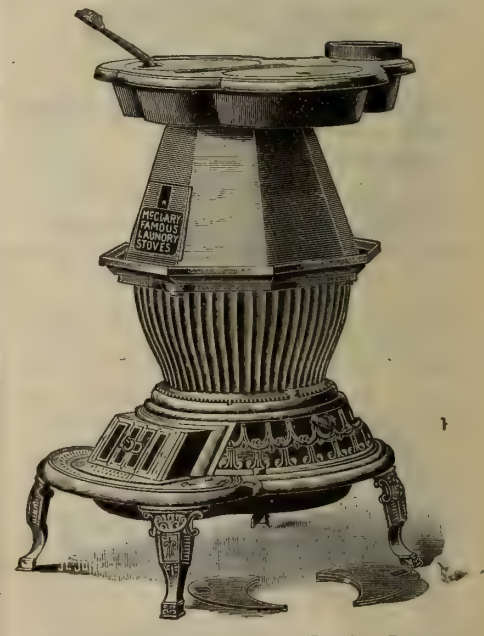
Size, 30 x 72 in. Gauges, 16, 18, 20, 22, 24, 26 and 28.
" 30 x 96 in. " 26 and 28.
" 36 x 96 in. " 26 and 28.

"APOLLO," American

Size, 30 x 96 in. American Gauges, 24, 26, 28 and 29.

AT LOWEST MARKET PRICES.
SPECIAL PRICES QUOTED FOR IMPORT.
IF YOU WANT GOODS QUICK, ORDER FROM McCLARY.

Famous Laundry



Can be used for Boiler on Top, Heating Irons and Heating Workshops.

Large firepot with shaking and dumping grate. Spacious ash pit. Top made to accommodate either two small or one large pot.

The McClary Manufacturing Company

London, Toronto, Montreal, Winnipeg and Vancouver.

APOLLO BEST BLOOM
GALVANIZED IRON.

The best is Apollo. Soft, uniform, workable. Rolled just right: no buckling: perfectly flat.

The worker is at his best with it. Takes less time besides.

Every sheet and part of a sheet guaranteed. Which means: Return for any defect whatever.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for
"THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — Steady at 20c. for brass up to 16, and 20c. for copper up to 10 gauge.

FILES—As last reported. We quote as follows: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—Unchanged, with a moderate enquiry.

FEEEZERS—Remarks made last week regarding these can be repeated.

SPADES AND SHOVELS — Discounts on these range from 40 to 40 and 10, with a fair demand.

TOOLS —Orders for carpenters' tools and harvesting implements are now contained in most of the current orders.

CUTLERY—Demand is good on Northwest, Manitoba and Coast account.

SPORTING GOODS — There is a good enquiry for assortments of rifles and other firearms and ammunition.

SHOT—Good quantities of this are moving also. We quote: 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

BUILDING PAPER—Business is quiet and prices steady. We quote: 25c. for plain, 35c. for tarred lining, and $1.30 to $1.45 for roofing paper.

HINGES —Strap hinges especially are in active enquiry, and values are steady.

CORDAGE—An active demand is noted for cordage, and prices are firm. We quote: Sisal, 7-16 and upward, 7c.; ⅜, 7½c.; 5-16 and ¼, 8c., and 3-16, 8½c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16,; 9½c. lath yarn, 6½c.

BINDER TWINE — Continues normal, as noted last week.

GREEN WIRE CLOTH—There is some enquiry for this, but not of an extensive nature.

CEMENT—There has been no specially new feature, but quite a number of small lots have been moved from stock. Advices from abroad continue firm, and we quote English, $2.10 to $2.20, and Belgian $1.85 to $2 ex store.

FIREBRICKS — There has been a steady demand for firebricks in small lots. and prices range from $16 to $21 per 1,000, as to brand.

METALS.

A good steady trade has been doing for the season in metals and heavy hardware, and orders for forward shipment are both large and numerous. With a few exceptions, prices have a steady to upward tendency.

PIG IRON—This market remains quiet, and values reflect no change. There has

SANDERSON'S TOOL STEEL

Established in Sheffield 1776
in Syracuse, N.Y., 1876

We are now carrying a complete stock of this well known and popular make, and will be pleased to quote prices.

A. C. LESLIE & CO.
Canadian Agents MONTREAL

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

been nothing doing in Scotch pig for import this spring. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; Buffalo, $16.

BAR IRON—Continues unchanged, sales of carlots being noted at $1.40, and we quote $1.40 to $1.50.

BAND IRON—In fair demand, with prices steady, on the basis of $1.75.

HOOP IRON—Values are rather firmer in tone if anything, and demand is fair on the basis of $2.10.

SHEET IRON—Orders are increasing for forward shipment. We quote: $2.15 on 10 to 16 gauge; $1.90 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—Quiet and unchanged. Stocks here are in much better shape than they were. We quote as follows: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—In good demand with values steady at 7½c. for composition waste and 7c. for lead pipe; discounts, 27½ per cent.

GALVANIZED IRON—There has been increased activity in this line of material, and values are firmly held. We quote: Queen's Head, No. 28, $4.10 to $4.25, and Comet brand, $3.75.

TINNED IRON—Unchanged, at 5½c. for 6 x 30., No. 24.

PIG LEAD—The firm disposition is fully maintained, and we quote the basis stiff at $3.75.

INGOT TIN—Last week's advance is retained and demand is fair at 16½c.

INGOT COPPER—Firm and unchanged, at 13 to 13½c.

SHEET COPPER—Stiff, with Sheathing, 16 to 17c., and braziers', 16½ to 17½c.

CANADA PLATES—There has been an increased movement in these, and prices are firmly held at $2.10 to $2.15.

TIN PLATE—Several large import orders for the better grade of charcoal plates have been put through this week. General demand is moderately active. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I.X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80.

TERNE PLATE—In fair demand, and steady, at $5.75 to $6.

COIL CHAIN—There is a good enquiry for coil chain, and prices are steady. We quote: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Firm, with a fair demand; casks lots, 5½c., and lesser quantities, 5¾c.

SOLDER—Quiet, but firm, at 11 to 11½c.

SPELTER—The firm feeling in spelter continues, and for ordinary jobbing lots jobbers are now firm sellers at $5, which which would not be shaded except in the case of round lots.

ANTIMONY—Dull and unchanged at 9c.

IRON PIPE—There is a fair demand. We quote: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2 25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

WATER CLOSETS—Unchanged at the recent advance.

GLASS.

There has been a more active enquiry for glass and prices are firm. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The painting season is now so near that makers naturally expect to be fully employed for the next couple of months. This spring the demand sprung up a little earlier than usual and continues steady. Raw supplies generally are higher in price than they were a year ago, but owing to competition the prices of paints and varnishes remain comparitively stationary. There is, at present, a scarcity of white lead, zinc and linseed oil, so that prices will be firm until the opening of navigation. Turpentine has continued weak, and we quote three cents under last week's price, but reports are steadier at this writing. Paris green meets with a good demand, though it is not in season for two months yet. The price is very firm, in sympathy with the advance in copper.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 47c.; boiled, 50c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 52c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

Coldbrook Iron and Steel Co., Limited

Manufacturers of all kinds of **Bar Iron**

Gordon Wire and Wire Nail Works

MANUFACTURERS OF

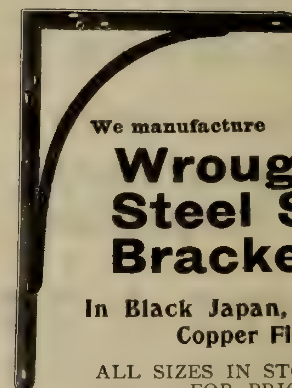
Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies.

ORDERS PROMPTLY EXECUTED.

W. H. THORNE & CO., Limited

ST. JOHN, N.B.



We manufacture

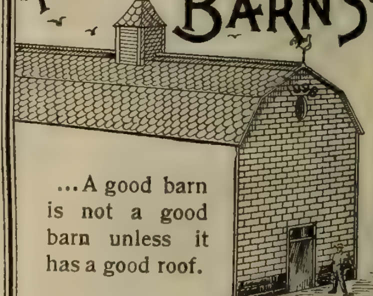
Wrought Steel Shelf Brackets

In Black Japan, Nickel and Copper Finish.

ALL SIZES IN STOCK. SEND FOR PRICES.

H. R. IVES & CO., Montreal.

ROOFS FOR THE BARNS



...A good barn is not a good barn unless it has a good roof.

We would therefore press on **you** the importance of enquiring into the durability of our Steel Shingles before deciding on the covering of your barn.

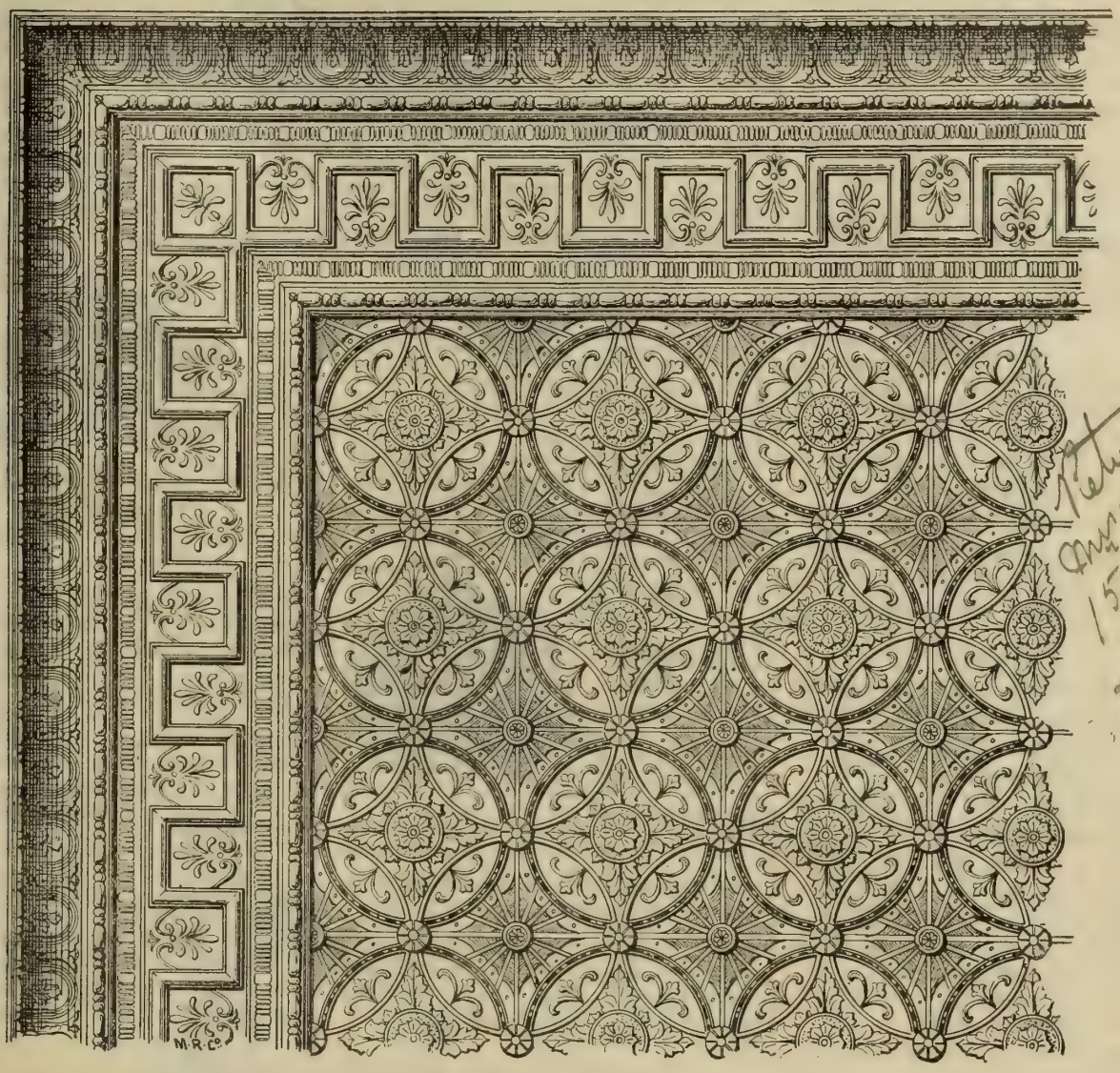
We guarantee all our steel products to be water, wind, and storm proof and to last a lifetime.

We will give you

the benefit of our 32 years' experience in roofing, our illustrated catalogues, and up-to-date information on these goods on receipt of a post card.

The Pedlar Metal Roofing Co.

OSHAWA, ONT.



Shows Section of Ceiling done with No. 227 Plates, No. 269 Border, and Cove 302.

THE HANDSOME EFFECT OF OUR . . .

Embossed Steel Ceilings

is appreciated at a glance—and when you consider the permanent beauty of this metal finish, and its practical fire-proof and hygienic advantages, you can understand its quickly growing popularity.

Why not fit up your store or office with our metal plates, and let your customers see just how well they look?

Progressive people are adopting this finish in all kinds of buildings—and to be ready for their trade you must keep our metal plates in stock.

Write for catalogue and price list.

Metallic Roofing Co., Limited, 1179 King West, Toronto

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 50c.

COD OIL—In demand and firmly held. at 32½ to 37½c.

NAVAL STORES—There has been no change in these. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Continue the same as last reported. We quote: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9c. for No. 1, 8c. for No. 2, and 7 for No. 3.

ASHES.

There has been no material change. Receipts are small and prices are firmly held at $3.50 to $3.60 for first pots, and $3.25 to $3.30 for seconds, with pearls $4.75 to $4.85 per 100 lbs.

COAL.

Continues unchanged. Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60.

PETROLEUM.

Continues steady. We quote as follows: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

There has been another decline of 3c. in the price of turpentine.

The advance in copper has imparted a firmer tone to Paris green.

Spelter is held 25c. firmer here by jobbers, for ordinary quantities, $5 now being the price asked.

Seybold, Son & Co., Montreal, are in receipt this week of a very large and fine assortment of Lockwood Bros'. cutlery, direct from headquarters.

Seybold, Son & Co., Montreal, report an arrival of Bissell's celebrated carpet sweepers in all grades, this week, and are now in a position to fill all orders entrusted to them.

ONTARIO MARKETS.

TORONTO, April 1, 1898.

HARDWARE.

THE briskness noted in trade last week has increased rather than decreased, and all the wholesale houses apparently are having all they can do to fill orders promptly. The demand is principally for harvest tools, and spades and shovels, but in both these lines a good deal of inconvenience is being experienced on account of

STANDARD of AMERICA for 30 Years

NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.

Spramotor CO.
357 Richmond St.
London, ONT.
Send for Catalogue and Price List.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

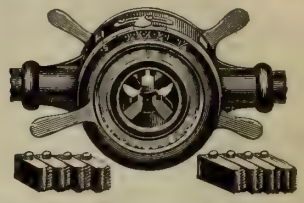
R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
... TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The ...
John Morrow Machine Screw Co.
Ingersoll - Ontario.

THE DUPLEX ADJUSTABLE DIE STOCKS



They thread pipe and bolts better and easier than any others. Send for a circular and particulars.
THE HART MFG. CO.
21 Wood St. Cleveland, O., U.S.A.

For sale by—

Rice Lewis & Son	Toronto, Ont.
A. R. Williams Machinery Co.	Toronto and Montreal.
Thomas Robertson & Co.	Montreal, P.Q.
Jenckes Machine Co.	Sherbrooke, P.Q.
C. Mackenzie, Milne & Co.	Sarnia, Ont.
Wood, Vallance & Co.	Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey	Victoria, B.C.
Hickman-Tye Hardware Co.	Victoria, B.C.
E. G. Prior & Co.	Victoria, B.C.
Oil Well Supply Co.	Petrolia Ont.
Robb Engineering Co.	Amherst, N.S.
Frothingham & Workman	Montreal, P.Q.

INVERNESS, P.Q., Feb. 14th, 1898.
WANZER LAMP & MFG. CO.,
Hamilton, Ont.
GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.
Very truly yours,
JOHN YOUNG.

WANZER.
Write us for illustrated and descriptive pamphlets and testimonials.
WANZER LAMP & MFG. CO.
Hamilton, Ont.

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

the difficulty in securing supplies fast enough from the manufacturers. A good many wire nails are still going out, but the volume of business in this line is not as active as it was. In ordinary fence wire shipments show an increase. In horseshoes a little better demand is to be noted. Bolts are in good demand, and an increased trade is reported for rivets and burrs. A decided improvement is to be noted in the demand for rope. Churns continue to sell well. Building paper is moving more freely. In tinware and graniteware the demand is good.

BARB WIRE — Orders remaining on the books are very few indeed, and not many new orders have been received. We still quote: $1.80 f.o.b. Cleveland, and $2 from stock. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE—Shipments this week exceed those of the past few weeks, and orders are still coming in nicely. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

PLAIN WIRE, ETC. — Coppered spring wire and coppered steel are still in demand, with tinners' wire moving fairly well.

WIRE NAILS—Some large shipments have been made during the past week, but at the same time the demand is not, perhaps, as brisk as it was a week ago. There is still an unsettled feeling in regard to prices, owing to the fact that everyone is free to make his own price. Jobbers are quoting $1.90 for 10 keg lots in Toronto and Hamilton, with lesser quantities 10c. more.

CUT NAILS — Nothing special to report, trade continuing merely steady We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade has improved, quite a number of orders having been received for "Acadia" brand, which is now being stocked in Toronto. Discount, 50 per cent.

HORSESHOES—Trade has shown some improvement, although orders are yet rather small. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS—The demand continues brisk and prices unchanged. Discounts are: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Business in this line has not yet shown any falling off, the movement in carriage and machine bolts being particuarly good. Discounts are: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS—Trade is a little better than it has been, quite a number of coppered and tinned having been called for during the past week. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, $1.25.

ROPE—There has been a decided improvement in this line, some large orders having been received during the week for both sisal and manilla. Prices continue firm. We quote: Sisal, 7-16 in. and larger, 7 to 7¼c.; ⅜ in., 7½ to 7¾c.; ¼ and 5-16 in., 8 to 8¼c.; 3-16 in, 8½ to 8¾c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — Trade still remains active at unchanged prices. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Trade is not quite as good as it was last week, although a fair quantity is still moving. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—The demand for both leather and rubber belting continus fair at steady prices. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES — Business is fairly good, but without any special feature. We quote as follows: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH — The situation is much as before. We quote $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—Orders are being forwarded this week. Discount, 55 per cent.

CUTLERY—A good business is still to be noted, particularly for the British Columbia trade.

SPORTING GOODS—Business in this line shows some signs of falling off, rifles, guns revolvers and ammunition being less wanted than a few weeks ago.

SPADES AND SHOVELS—While the greater portion of the demand is for the cheaper lines, quite a few orders for the better class of goods have been received. An improved demand is also to be noted for draining tools. The jobbers are experiencing a great deal of difficulty in filling orders for spades and shovels on account of the difficulty in getting supplies from the manufacturers, and they cannot import from the United States on account of the agreement existing between the manufacturers over there and those in Canada. Discounts, 45 and 2½ per cent.

HARVEST TOOLS—Orders are coming in freely, covering a nice assortment, but in this line, as in spades and shovels, some difficulty is being experienced in getting orders filled. An increased demand is to be noted this year for the shorter handled tools. Discounts, 60, 10 and 5 per cent.

GARDEN HOSE — A fair business is still being done in the way of booking orders. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER—A decided improvement is to be noted in the demand, and some shipments have been made. Prices are unchanged. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

CEMENT—Trade is active. There is a great scarcity of English and Belgian Portland cement in Canada, and, as prices in the English market are rather high, there is a great prospect of an unusual sale of the Canadian article. We quote as follows in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

Trade in metals is fairly good, although not quite as satisfactory as jobbers would like, and prices are being somewhat cut.

PIG IRON —We hear of some business being done on the local market in Tonawanda iron, but we have been unable to procure prices.

BAR IRON — Trade is still quiet. We quote: Base price $1.50 to $1.60 from stock and $1.40 to $1.45 from factory.

HOOP AND BAND IRON — There is not anything special to report, and trade is still inclined to be quiet. We quote: Band iron,

$1.85 for Canadian and $2 for imported; hoop iron, $2.

SHEET STEEL—Trade is about the same as last week in the better grades, while in the No. 2 quality the demand has improved. We quote as follows: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Has been moving fairly well at unchanged prices. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—This line has not been moving in very large quantities during the past week. At the same time orders have been numerous, while quite a number that had been booked for import have been delivered during the past few days. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—Business continues fair and prices are unchanged at 3¾ to 4c.; domestic, 3⅜ to 3½c.

INGOT TIN—The market in London is cabled easy, while New York is steady. Locally, trade is more active, some good sales having been made during the past week. We quote Lamb and Flag and Straits, 16½ to 17c.

INGOT COPPER—A few good orders have been received. We still quote 12½ to 13c. The outside markets are a little irregular.

SHEATHING COPPER, ETC. — Business has been slow. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

IRON PIPE — Quotations have been withdrawn from this market by the United States manufacturers. We quote as follows: Wrought, ¼ to ⅜ inch, $1.87½; ½ inch, $2.25; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.87; 1½ inch, $6.38; 2 inch, $8.63 per 100 feet; galvanized, ½ inch, t$ to $4.25; ¾ inch, $4.80 to $5; 1 inch, $6.75 to $7; 1¼ inch, $9.25 to $9.62¼; 1½ inch, $11.75 to $12.25 per 100 feet.

SOIL PIPE—Trade is quiet, at the discount of 60, 10 and 5 per cent.

RANGE BOILERS — Demand is still fair and prices are steady. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Trade is quiet. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; all-bright, "Garth," $2.60 per box; ditto, "Alaska," $3.

TIN PLATES—Some good shipments have been made to the Northwest and local trade has also been fairly satisfactory. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON —Stocks are fairly complete, and trade has been active. We quote: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size,, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—Are still quiet. We quote: I C, $6 to $6.75; IX, $7.50.

SHEET LEAD—Business continues quiet at 5½c. per lb.

COIL CHAIN— Larger orders than for some time past have been received during the past week, particularly in the larger sizes, We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—A further advance has taken place in the price. Figures are now 5½c. for cask lots, and 5¾c. for small quantities.

SOLDER—Trade has been steady at unchanged prices. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Quiet. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

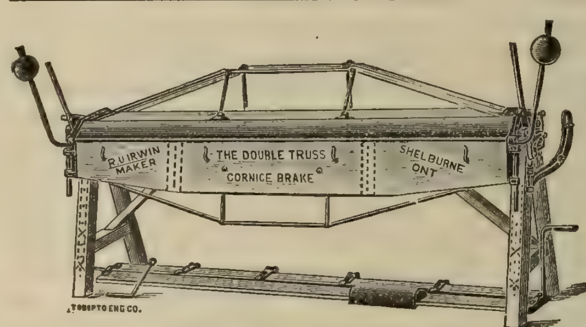
GLASS.

The season for import orders is practically over, and has been a most successful season throughout. The close of import business, combined with a small demand from stock, has left business comparatively quiet. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

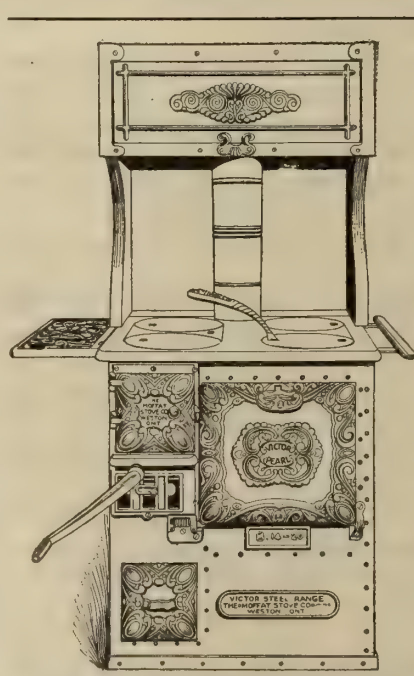
With the advent of spring rates of freight on the several railroads, and the mild weather, there is a rush for all kinds of painting and decorating material. Prices hold firm all along the list. It is not too much to say that a better movement in this branch has never been experienced. Paris green, which hung fire, as it were, for some time, is now being shipped in large quantities. Spraying operations will commence shortly, when Paris green, carbonate of copper, bluestone and other fungicides and insecticides will be wanted. So far there has not been any advance in Paris green, but we are assured that the quantity in sight is limited and dealers will do well to govern themselves accordingly. Ready-mixed paints are going off lively, and are becoming, every day, more popular. There is a shortage in oxide of zinc caused by the unprecedented demand for paints, etc., which will not be relieved until the spring arrivals, at the opening of navigation.

Indian reds, oxides and venetian reds, which are now almost entirely produced in



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.



STEEL RANGES

Write for Catalogue.

We are sole manufacturers of the

SILVER STEEL PEARL
VICTOR STEEL, and
CROWN STEEL RANGES.

The Great Silver Steel Line.

The Moffat Stove Co., Limited, Weston, Ont.

this country, are selling, and graphite roof and bridge paints are in demand. Varnishes and japans are steady in quotations, and have not, so far, been affected by the fluctuations in turpentine. Prime varnish gums seem to be scarce, and this tends to enhance the value of high-class varnishes.

Large shipments of pumice stone have been received, and a fair turnover is being done at regular quotations. Enamels, coach colors and specialties are moving steadily, without special feature. Although prices for white zinc remain practically unchanged, considerable cutting has been noted of late. Castor oil is going out freely in jobbing lots. A good demand is noted for linseed oil at steady, unchanged prices. The drop of 4c. in turpentine is considered by most of the jobbers to be as much as the conditions of the market will warrant for some time to come. In the primary market, the Southern States, prices have steadied somewhat, and large purchases for shipment to foreign countries are noted. There is a good demand for turpentine at present in the home market. We quote as follows:

WHITE LEAD—Ex Toronto, pure white ead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 14½c.; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

There is an unusual briskness in almost every article in this market. Prices are firm and unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c. per 100 lbs.

COAL.

There is little doing, with prices unchanged. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, stove and nut, $4.46, net tons.

PETROLEUM.

Business is quiet, with prices unchanged. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Sheet zinc is ¼c. per lb. dearer.

Enameline once tried sells itself.

Bertram, Wilson & Co., Toronto, report orders for lumbermen's supplies more active than for some time. They make a specialty of this line.

Bertram, Wilson & Co. are experiencing a good demand for the "Pelham" bicycle, which they are handling this season. This wheel lists at $40, and although the firm only contracted for it a month ago, the demand has been so brisk that difficulty has been experienced in filling orders promptly. A large shipment is now on the way.

H. S. Howland, Sons & Co. are in receipt of a cable advising them of a shipment of Elliot's cutlery. A good portion of this shipment consists of hunters' sheath knives and similar goods, the demand for which has been good lately.

There is, in this week's issue, the advertisement of a Sheffield cutlery firm who desire to appoint a Canadian agent and place samples in his hands at once. We believe this to be a good opportunity for a reliable, energetic man, as the firm has a reputation for manufacturing a first-class article.

MANITOBA MARKETS.

WINNIPEG, March 28, 1898.

THE increased cold weather and storm of the past week have put a check, for the time being, on the sale of builders' hardware and farm tools, so that trade for the moment is quiet. This is, no doubt, our last spurt of winter and will go as quickly as it came.

Houses handling stoves, enamelled ware and refrigerators are doing a rushing trade. The McClary Manufacturing Co., through their Edmonton branch, are finding an enormous sale for a new folding camp stove, with telescopic pipes; in fact, every hardware and stove place in Winnipeg, just now, has a camp stove specially suited for Klondyke trade. But in the three lines of goods mentioned the trade is much larger than it has been at the same season for many years. There is also a large sale of gas and "Blue Flame" and "White Flame" oil stoves.

Dairy supplies are moving freely indeed, and if the Manitoba farmer does not buy separators this year it will not be because he lacks opportunity. Merrick, Anderson & Co. are handling the "De Laval" and pushing business for all it is worth. The new firm, an offshoot of the Winnipeg Produce Co., are presenting the claims of the "Mikado," while R. A. Lister & Co., manufacturers of the "Alexandria," have nearly trebled their warehouse capacity, and at this writing have orders for 100 separators that they have not the goods on hand to fill. In addition to separators, this house carries every kind of dairy supply from 300-gallon churns to little barrel affairs that hold about two gallons. A new departure, noticed at this place, also, was a complete pasteurizing outfit which has just been imported for a dairy out at St. James. This will be good news to the mothers of bottle-fed babes, as, up to the present time, no pasteurized milk has been obtainable in the city.

Barbed wire is selling freely at the present time. Many of the farmers who did well last year are increasing their areas of cultivated lands, and this will probably mean an active trade in wire all season.

The price list remains without change for the week.

MONTREAL HARBOR.

The following resolution, having reference to a matter which is of interest to the commercial community throughout the Dominion, was adopted at the regular weekly meeting of the council of the Montreal Board of Trade, held on Wednesday, March 30:

Resolved, that the council of the Montreal Board of Trade unanimously endorse the resolution adopted by the Montreal Harbor Commissioners calling the attention of the Dominion Government to the necessity of carrying out a plan of harbor improvement suitable to the needs of Montreal, as the national port of the Dominion, and affording the trade and commerce of Canada all the advantages required: and the council most earnestly urges upon the Government the prayer of that resolution, that as said improvement works are for the advantage of the Dominion in general, the cost thereof shall be borne by the Federal Government, so that additional taxation of the trade passing through the port may be avoided.

READY FOR ACTION.

For April shipments, on the lowering of freight rates to the summer schedule, the Canada Paint Co. made arrangements for a volume of business far in excess of anything that they have hitherto experienced. Their anticipations have been realized, and by special storage facilities, orders have been packed and marked, and no delay will be experienced by this company's numerous patrons in the shipment of their spring goods.

CONCERNING RETAILERS.

W. H. M. Williams has commenced business in the hardware line in Jarvis, Ont.

Hewson & Sharp are the latest to launch into hardware and stoves in Jarvis.

R. E. Walker, hardware, Caledonia, has moved into his new store on Main street.

Works
Anderson, Ind.

ARCADE TRADE MARK

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES
Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate our seal

WEED'S IMPROVED CUT GUARANTEED SEAL ALL FILES ARE FULLY GUARANTEED SPECIAL TEMPER

but not our increment seal.

BRITISH COLUMBIA AND THE YUKON TRADE.

BRADSTREET'S of last week contains the following interesting letter from its Vancouver correspondent:

"For some three or four years past a depression has been evident in our agricultural interests, but during the latter part of 1897 and the early part of 1898 a great improvement took place, the cause being the large demand for products, particularly horses, hay, feed, etc., for the Klondyke trade. In general business at the coast cities the Klondyke rush has caused great activity. Another factor in the matter is the railway policy being pursued by the Dominion as well as the Provincial Government, the former having made arrangements for a railway (now being started) from the Stikeen river into the Yukon district, and coupled with this is their later announcement of a few days ago stating that this railway would be continued south from the Stikeen river to a point, to be decided on, on the southern coast of British Columbia, in order to have transportation altogether through Canadian territory. The provincial Government have arranged, it is understood, for the building this summer of a railway from the Columbia river, by way of Penticton, through the Okanagan valley and Boundary creek country, to connect with the present Canadian Pacific railway system in Kootenay, and thus open up the richest farming district in the province, and also what gives promise of being a very rich mining district. One great object of these railways is, if possible, to secure for the coast cities the trade of these districts and of the Kootenay country, it being felt that when the Crow's Nest railway, being built from Fort McLeod, Northwest Territory, to Nelson, British Columbia, is completed, its tendency will be to divert a large portion of the trade to Eastern Canada.

"At the annual meeting of the Canadian Pacific Railway Co., a few days ago, the directors announced their intention of proceeding with the building of a railway from Robson to Penticton, British Columbia, and intimated that their intention was to begin construction not later than June of this year. The prevailing impression seems to be that the Canadian Pacific railway, which lately acquired the Columbia and Western railway from Rossland to Robson, will in all probability be the recipient of the assistance mentioned above as being given by the Provincial Government. When these railways are completed, they will, without doubt, help very materially to build up the Coast cities and the wholesale trade of this province and tend to a greater era of prosperity.

"The lumber trade for the year 1897 was somewhat less than that of former years, but margins of profits were better. The demand for the present year has, so far, exceeded that of last year, and prices show no decline.

"In the salmon trade, the total pack for 1897 was 1,007,838 cases, being the largest yet in the history of this province, but prices were low. A combine has been formed by the principal agents, with a view to keeping up prices, and recent sales have shown an improvement in the prices obtained.

"Mining in Caribou county has been carried on for many years and shows good results, and general trade in that district is on a conservative and safe basis. East Kootenay is just being opened up, and, so far, good returns have been made from the mining of metals, and prospects appear good for a large output of coal, of which there is understood to be vast quantities in this district.

"West and South Kootenay have, during the past three years, passed through a mining boom of large proportions. During 1896 and early in 1897 the general success of mining operations caused the springing up of a number of new towns, and, as a consequence, a large increase in the number of retail dealers; the latter to such an extent that there were too many for the volume of trade, with the inevitable result that, in the summer and fall of 1897, and so far this year, a number of failures have occurred, and a general weeding-out process has taken place, not only in one town, but in all, leaving everything now on a much more conservative and permanent basis.

"In South Kootenay especially, a large amount of foreign capital has been invested during the past six months, and mining operations are being carried on extensively and give promise of very gratifying returns. At this point figures of the production of the 'lode' mines of the province are instructive and show the development which has taken place in this industry, covering only the production of gold, silver, lead and copper:

	Value.		Value.
1892	$139,440	1895	$2,342,397
1893	297,400	1896	4,257,179
1894	781,342		
		Total value, 5 years,	$7,817,758

"In 1897 South Kootenay alone produced a total of $7,613,344, but the returns for the other districts for 1897 have not yet been completed. The yield of placer gold, principally from Cariboo, was:

	Value.		Value.
1892	$309,526	1895	$483,683
1893	336,131	1895	514,026
1894	405,516		
		Total	$2188,882

"The yield for 1897 is not yet obtainable, but is understood to exceed materially that of 1896. Investments in the mining districts have to some extent been retarded by the success of operations in the Yukon district having been such that the capital has been diverted. Another point is that a large number of the miners are leaving Kootenay and going to the Yukon, but it is felt that after the boom which has been experienced, attention having been diverted to these other districts for a time, will eventually prove beneficial and put investments here on a permanent basis.

"In connection with the general improvement noticeable here in all lines, it is to be noted that a number of new firms have started in to do a jobbing trade throughout the province and that banks and other monetary institutions in eastern Canada have opened branches here quite recently, and prospects seem to be that a number of others will shortly follow suit. During the past two years an increase in the population of Victoria city has been noticeable, and a somewhat larger increase has taken place at Vancouver. In both cities there is an activity in real estate; prices realized are good and have an upward tendency. At both cities a number of small steamers are being built to ply on northern waters in connection with the Klondyke trade, and the Canadian Pacific Railway Company have purchased ocean steamers in England, and have them at present on the way, to run between Vancouver, Victoria and the northern ports of Fort Wrangel and Dyea, to which points a large number of steamers are now running from the coast cities.

"During the present year a very fair proportion of the trade in connection with the opening up of the new gold fields in the Yukon has been obtained by merchants at Vancouver and Victoria, but all evidences seem to indicate that the volume has not yet reached its height and will not for some

weeks. At Victoria nearly every available store and office is occupied and very few dwelling houses are to be had. In Vancouver residential and business houses are at a premium, and a great many new ones are in course of erection and arrangements being made for the building of many others. At both cities, about Jan. 1, a general advance took place in rents of business and residential properties, the advance aggregating about 25 per cent."

ALABASTINE WINDOW DISPLAY.

Carter Bros., hardware merchants, etc., Picton, Ont , had a unique display of alabastine in their store window on March 17. The window was draped with green cheese cloth, working in the alabastine packing boxes in a semicircle, with packages of the same piled quite high on top of them. In the foreground were three packages with the faces cut off and their contents, pink, green and blue spilled on the floor of the window. A cotton alabastine sign was framed and hung directly over this. The effect of the display was striking, and attracted much favorable comment.

Each spring there is a direct steamer to St. John from Antwerp with glass, cement, gin, etc. This year it is the steamer Vitar. She is daily expected.

CATALOGUES, BOOKLETS, ETC.

THE HOBBS CO.'S WHEELS.

Hardware dealers who intend to carry a line of wheels this season should see the catalogue issued by the Hobbs Manufacturing Co., London, Ont. This firm are putting on the market two grades of wheels, which the trade would do well to become acquainted with. These wheels, the "Winchester," for both men and ladies, and the "Pacer" for men and the "La Belle" for ladies, are well described in the neat and concise booklet issued by the Hobbs Co. Get one and see.

FOUR REASONS WHY DEALERS should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale

GALT EDGE TOOL AND CARRIAGE SPRING WORKS

GALT, CANADA.

Manufacturers of high grade

CHOPPING AXES	ADZES	HAMMERS
BROAD AXES	CHISELS	SLEDGES
BENCH AXES	DRAW KNIVES	PICKS
HATCHETS	COOPERS' TOOLS	MATTOCKS
	MINERS' TOOLS	

KLONDYKE orders are receiving special attention, and our representative is already on his way to the Pacific Coast.

JAMES WARNOCK & COMPANY. - - **F. H. Hayhurst, Manager.**

BERRY BROTHERS

LIQUID GRANITE

The finest transparent floor finish in the world.

Superior to any preparation of Wax.

Sanderson Pearcy & Co., Toronto

AGENTS.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

GUSTAVUS HAMILTON, general merchant, Spanish River Station, Ont., has assigned to Wm. C. Armstrong, Toronto, and a meeting of his creditors will be held on April 6. The amount involved is about $1,200.

W. J. Armstrong, hardware dealer, Vunon, B.C., has assigned.

W. J. Manley, harnessmaker, Brigden, Ont., is offering to compromise.

J. E. Burgess, Euphemia Township, Ont., has assigned to S. W. Fawcett.

A. J. Landriau, general merchant, L'Original, Ont., has assigned.

J. B. Lessard, general merchant, Berthier (en bas), Que., has suspended.

Thos. W. Burpee, planing mill owner, Fredericton, N.B., has assigned.

John Stewart, general merchant, Renfrew, has assigned to H. G. W. Wilson.

C. Dionne, general merchant, Fraserville, Que., is offering 60c. on the dollar.

W. C. Ross, general merchant, Hopetown, Que., is offering 60c. on the dollar.

Assignment has been demanded of G. L. Pelletier & Co., general merchants, Metane, Que.

J. A. Levis, general merchant, Sturgeon Falls, Ont., has assigned to J. M. McNamara.

G.G. Johnston, general merchant, Exeter, Ont., has assigned to A. G. Malcolm, Toronto.

James Tait, harness dealer, Emsdale, Ont., has assigned to John Harper, Sundridge.

H. Lebeau & Co., contractors, Montreal, have fyled contestation of a demand of assignment.

Maximiene Laguerriere, general merchant, Ste. Therese, Que., has assigned to Kent & Turcotte.

Mrs. Joseph Guimond, general merchant, Petit Matane, Que., has compromised at 50c. on the dollar.

Henry Cole, general merchant and blacksmith, Blessington, Ont., is endeavoring to compromise.

Wm. Hickey, general merchant, Deux Rivieres, Ont., has assigned to A. P. Mutchmore, Toronto.

A. H. McKeown, stove and house furnishings dealer, Hamilton, has assigned to C. S. Scott, Hamilton.

A meeting of the creditors of A. Therriault & Co., general merchants, Fraserville, Que., will be held on April 4, to appoint a curator.

SALES MADE AND PENDING.

Hood & Co., general merchants, Glammis, Ont., have sold out.

James Campbell, general merchant, Clarendon, Ont., has sold out.

J. J. Forler, hardware dealer, Baden, Ont., has sold out to John Lorentz.

The book debts of Felix Brisebois, general merchant, Oka, Que., have been sold.

The book debts of G. Daoust, general merchant, Isle Perrot, Que., have been sold.

The stock of Mrs. John Moisan, general merchant, Drummondville, Que., has been sold.

The book debts of P. Gauthier, general merchant, Papineauville, Que., have been sold.

G. H. Watson, general merchant, Ballycroy, Ont., has sold out to S. J. McClelland.

The business of the late C. Lamont, tinsmith, Bradford, Ont., is advertised for sale.

Robt. F. Ferguson, blacksmith, Strathburn, Ont., has sold out to Philip McCallum.

The book debts of H. B. Lafleur & Co., general merchants, Ste. Adele, Que., have been sold.

The Donaldson Trading Co., General merchants, Manitou, Man., have sold out to C. R. Gordon.

The premises, plant, etc., of the Toronto Junction Foundry Co., Limited, are advertised for sale by auction on April 2.

PARTNERSHIPS FORMED AND DISSOLVED.

Boutillier & Cadieux, plasterers, Montreal, have dissolved.

McCall & Gillies, general merchants, Spry, Ont., have dissolved.

Cash & Penny, painters, etc., Stratford, Ont., are about dissolving.

Lanthier & Cie, general merchants, St. Telesphore, Que., have dissolved.

Kilgour & Jordan, general merchants, Thornhill, Ont., have dissolved partnership.

Jackson & Hawke, machinists, Listowel, Ont., have dissolved, John Jackson continuing.

Runians & Butler, departmental store, London, Ont., have been succeeded by Runians, Gray, Carrie & Co.

Henry Beaumont and Arthur A. Ward have formed a partnership under the style of Beaumont & Ward, contractors, Montreal.

W. B. Harmon, wagon builder, Peel, N.B., has admitted his son, Eugene, as partner, under the style of W. B. Harmon & Son.

Henry C. and Arthur C. Barnaby have registered as partners of the firm of H. C. Barnaby & Son, general merchants, Bridgewater, N.S.

CHANGES.

J. H. Jones, general merchant, Clearville, Ont., is removing to Duart.

Henry Hosback, blacksmith, Lamlash, Ont., is leaving that place.

Ralph Smith, tinsmith, Great Village, N.S., has closed up his business.

Frank Briston, blacksmith, Ainsworth, B.C., has removed to Kuskanook.

The business of Erastus Miller, manufacturer of brick and tiles, Parkhill, Ont., is being wound up.

Lalonde & Malette, general merchants, will remove from Pointe Fortune, Que., to St. Andrews, Que.

Alexander Anderson, general merchant, Stirton, Ont., has been succeeded by Grace E. and Catherine A. Anderson.

DEATHS.

Hugh Thompson, general merchant, Blair, Ont., is dead.

Daniel Ahearn, general merchant, Cape Cove,, Que., is dead.

Robert Sevin, general merchant and lumber dealer, Doaktown, N.B., is dead.

FIRES.

The Clarksburg Cycle Wood Rim Co., Clarskburg, Ont., have been burned out.

Parks, Mitchell & Co., saw millers, Moyie City, B.C., have been burned out.

28 YEARS. Established 1870. **28 YEARS.**

SEYBOLD, SON & CO.

478 St. Paul St.,
295 Commissioner St., **Montreal.**

SPECIALTIES—Lockwood Bros. Pocket Cutlery, Askham's Table Knives, Boker's Superior Razors. Kearney & Foot Co.'s Celebrated Files; also in stock a full line Paints, Oils, Varnishes, Glass, Putty, House Furnishings, Builders' Hardware, Tinners Tools and Supplies. Write for prices.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

FOR SALE—The following Wrought Iron Tubes suitable for drainage or fencing.

⅜ in. unused seconds, about 2 M feet in random lengths
½ in. unused seconds, about 7 M feet in random lengths
1½in. unused seconds, about 27 M feet in random lengths
3 in. used seconds, about 400 feet in random lengths
3½ in. used seconds, about 250 feet in random lengths
4 in. used seconds, about 350 feet in random lengths
1 in. unused seconds, about 480 pieces, each 6 ft in length.

The following would only be suitable for fencing:
⅜ in. unused seconds, about 10 M feet in random lengths
½ in. unused seconds, about 7 M feet in random lengths
1½ in. unused seconds, about 700 feet in random lengths.

J. & C Hodgson
Pipe Manufacturers, MONTREAL, QUE.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

If you want the straightest and most durable **Rawhide Whips** in the market, order our

Napoleon and Monarch

WHIPS

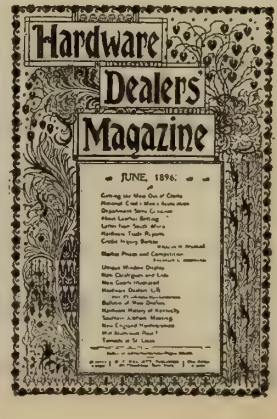
Every Whip Guaranteed.

Patented and made only by . . .

HAMILTON WHIP CO.

119, 121, 123 Mary St., **HAMILTON.**

Cheap Whips of Every Style.



ONE DOLLAR A YEAR

★

Sample Copy Free

★

D. T. Mallett
Publisher
271 Broadway
New York

SOULANGES CANAL.

Notice to Manufacturers of and Dealers in Cement.

SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for Cement," will be received at this office up to noon on Saturday, 9th April, 1898, for the supply and delivery of 120,000 barrels, or any portion thereof, of Portland Cement.

Specifications and forms of tender can be obtained by the parties tendering at the office of the Chief Engineer of Railways and Canals, Ottawa.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation, and place of residence of each member of the same, and further, an accepted bank cheque for 10 per cent. of the total amount tendered for must accompany the tender. This acoepted cheque must be endersed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not, however, bind itself to accept the lowest or any tender.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 8th March, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (14)

SITUATION VACANT.

AGENT, TRAVELLING—WANTED ENERGETIC man who knows the hardware trade thoroughly to represent old established Sheffield Cutlery House; good commission; references required. All replies to Box 8, Sheffield Post Office, England. (17)

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

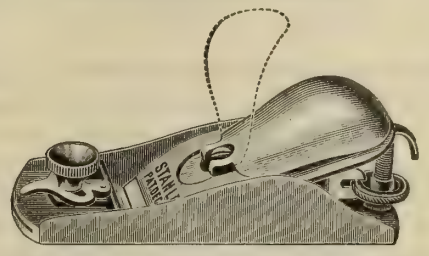
IMPROVED
Labor-Saving
CARPENTERS' TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL Hardware Dealers.

Stanley's Knuckle-Joint Block Plane.

WITH IMPROVED THROAT ADJUSTMENT.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.

No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter.. $1 75

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

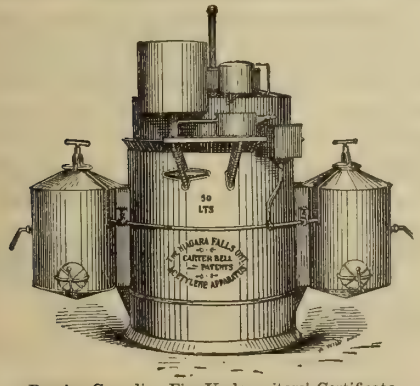
SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❁ **Meakins & Co.** Montreal

BRUSHES

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

FACTORY SHOWING RECENT AD IT ON .

The Scale Manufactory of **The Gurney Scale Co.,**
Hamilton, Ont.

Plumber and Steam-Fitter

PLUMBING AND HEATING NOTES.

BUILDING permits have been issued, in Toronto, to the Confederation Life Association for the erection of eight stores on the south side of Queen street east, between Yonge and Victoria streets, to cost $10,000 ; to C. Pollard for an addition to 37 Bell street, to cost $200 ; to Mr. Reynolds, for an addition to the buildings on the south-east corner on Queen and Niagara streets and for a new shop front at 925 Queen street west, to cost $800 ; to Ellsworth & Dunson, for alterations to 209 Yonge street, to cost $600 ; to J. Dell, for new glass front at 212 Queen street west, to cost $200 ; to Edward Dawes for the erection of a one-storey brick store, and alterations to other stores, on Bloor street, near the corner of Dovercourt road, to cost $2,200 ; to James Henderson, for a two-storey and attic brick house on Maple avenue, to cost $4,000 ; to the Cawthra estate, for an addition to two stores at 94 and 96 Yonge street, to cost $2,500 ; to W. Nash, for pair semi-detached houses at 45-47 Lansdowne street, to cost $1,600 ; to Wm. Sylvester for a two-storey addition to 208 Wellesley street, to cost $500, and to the Eckhardt Casket Co., for a five-storey office and warehouse on Esplanade street, to cost $6,500.

Tenders are being asked for the construction of a new, two-department school building at Castalia, Grand Manan, N.B.

Buchanans & Rhynas have the contract for the factory work on the following buildings : Storey-and-half and two-storey frame houses in Bayfield for James Donaldson, and a two-storey stone residence (one of the best in the country), for D. N. McKenzie, Laurier. In town, they have the contract for a storey-and-half frame house on the Huron road for James Atkins. Last week they secured the contract for the handsome brick church the Methodists are erecting at Londesboro', which promises to be one the best village churches in the county.—John Morris is remodelling Mr. Misner's residence, Ashfield, and adding a kitchen. He has also the job for raising and remodelling Dan. McKay's house on Newgate street. —Wm. McCaughan is raising his house another storey and building a two-storey addition.—Goderich Star.

At Woodstock, Ont., on Sunday evening, this week, the death took place, after a lingering illness, of Mr. Charles M. Whitney, member of the well-known firm of Whitney Bros., plumbers. Deceased had been for some time treating for acute dyspepsia, but the prime cause of his death was a cancerous growth. He was 50 years of age, and was highly respected in Woodstock business circles. A widow and one adopted child survive.

Fogarty Bros have commenced business as plumbers, gas and steam-fitters, at 78 Bank street, Ottawa, where they have opened up a handsome show-room.

PLUMBING SUB-CONTRACTS.

A HEALTHY sign of the times is the apparent determination of the master plumbers, as recently expressed by resolution at conventions and elsewhere, not to accept sub-contracts, where it is possible to avoid them. This was one of the evil customs which had crept into the plumbers' dealings with architects and owners prior to the creation of the National Association, and one against which early associations demurred. A reawakening of the craft to the humiliation of being obliged to play second fiddle to the building contractor is once more the order of the day, but it remains to be seen whether the trade will be firm enough to adhere to the letter of those resolutions to which we refer as being placed on the minutes of the various associations at the present.

It is not an easy matter, perhaps, in view of the usages prevailing in different cities and sections of the country, to break right off from these established customs, but if the men of substance in the trade put it before them, we do not see why they should not succeed. If an architect invites estimates from a given number of leading plumbers, and that they decline to estimate unlesss on the distinct understanding that the successful competitor will hold his contract direct from the owner, or from the architect as the latter's agent, there is little fear that the architect would refuse to entertain the proposition, and, for the sake of an idea, cut off those men from the chance of figuring on the job. But to succeed in this direction, as in others, there must be firmness and good faith, and if a local association, where one exists, passes a resolution that its members shall take no sub-contracts, it should hold them to the letter of that resolution, and discipline them if they failed to carry out the accepted policy of the organization. The plumber should be as worthy of having his contract direct with the owner as the builder, and, where it can be accomplished, such a movement ought to be carried out. Its success, however, will rest with the craft, and unless they mean to do it, they ought not to pass resolutions which they can not reduce to practice.—Sanitary Plumbing.

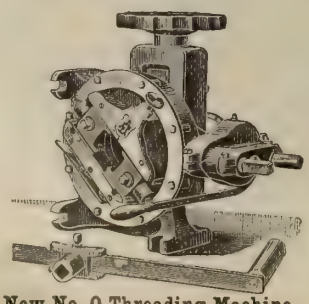
GOOD PLUMBING PROSPECTS IN MONCTON.

R. O. C., of Moncton, N. B., writes HARDWARE AND METAL as follows: As we seldom see an item from this young but thriving city, in your plumbing department, I think it might not be amiss to write a few lines to let you know that the plumbbers here are getting along in good order. The prospects for the coming summer are of the brightest. Among the numerous buildings to be erected here will

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.



New No. 0 Threading Machine.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office. 139 Centre Street

Bridgeport, Conn.

be eight stores, principally brick and stone, on Main street; a new church for the Central Methodist congregation, and a new bank for the Merchants Bank of Halifax, besides a lot of private residences,

Thsough the death of J. L. Harris, Moncton has lost one of its most enterprising citizens, and I fear his mantle has not fallen on anyone else here.

Our street railway is taking its winter vacation, but we hope, as soon as spring arrives, to hear the clang of the gong once more as the cars glide by.

The new Intercolonial railway station here is nearing completion, and is a pretty building, If Mr. Harris does not press his I.C.R. economy too far, it is possible the sugar refinery may rebuild.

C. O. Rowe, sanitary engineer, has the contract for the plumbing of the New Aberdeen high school, which includes 31 Richilieu closets, besides fountains, wash basins, etc., at a cost of over $3,000.

We have lately started a trades and labor union, and we have petitioned the Legislature to grant an Act for the license of all trades in the city, also to give the city council authority to regulate the transient traders —a sort of protective policy, so to speak.

The following business men or firms intend erecting stores or warehouses: Peter McSweeny, Dr. E. O. Steeves, L. W. McAnn, Sumner Co., Percy Crandall, F. P. Reid & Co. and L. Higgins & Co. Many of the buildings to be erected will take the place of those burned last fall. You will see by this that we do not intend to be asleep.

STRENGTHENING STEAM PIPES.

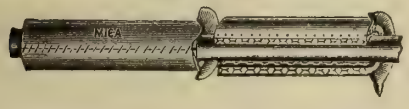
THE problem of adequately strengthening steam pipes to resist enormous bursting pressure seems to be partially solved by manufacturers lately, says an exchange. The steam pressure in boilers has been enormously increased of late years, and it is rare to hear of the explosion of a properly-constructed and properly-conducted steam boiler, but connecting pipes are known to burst with too great frequency, with very often loss of life and great damage resulting. The British manufacturers have lately been making steam connecting pipes of the very thinnest gauge sheet copper in the interior; the outer body is then composed of steel wire, which is wound closely round and round the copper pipe. The interstices are then filled in and strengthened by electro-disposition. It is said that pipes constructed on this plan are able to bear any desired pressure with perfect safety. This is true of straight lengths, but in a curved pipe the strength obtained is not so great, owing to the impossibility of giving an equal resisting surface of wound wire around the curve. At any rate, the method is much in use at present with very satisfactory results, as compared with the former style of pipe.

An ingenious device, which has recently been invented by Mr. J. H. Knight, of Barfield, Farmham, England, obviates the objections made to steam boilers made up of coils of steel tubing, in which the generation of steam is very irregular and the valves likely to be checked with deposit from the water. Mr. Knight has designed a boiler, says a recently published description, into which he places small balls which can move freely in the tube for a short distance. They, by checking the flow of water through the lower coils of the tube, permit the steam to come off more quietly, and the violent production of steam, common with this style of boiler, is prevented. As the balls are in constant motion, all scale and deposit are cleaned away and the tube is thus kept much longer in working order than it otherwise would be.

THE BUILDING TRADES ACTIVE IN TORONTO.

THE building permits issued in Toronto in March amount to just about $100,000, as compared with $58,270 in March, 1897, and $32,690 in March, 1896. This year, so far, the aggregate value of permits issued is greater than any year since 1892, the last of the boom years. For the three months ending March 31 the total permits issued aggregate over $325,000, as compared with $90,695 in 1897 and $109,350 in 1896. It will be thus seen that the permits issued the first quarter this year are over 50 per cent. greater than that of the two preceding years combined. As with March, these three months show a greater issue of building permits than the corresponding period of any year since 1892. This is the more significant when it is known that the permit for the large building to be erected on the site of the John Eaton premises, at the corner of Yonge and Temperance streets, has not yet been

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

Garden Barrows

Cheapest and Best in the Market

WRITE FOR PRICES

Cleland Bros. & Co.

MEAFORD, ONT.

Eastern Representative

ALEXANDER GIBB,

22 St. John Street,

Telephone 2343. MONTREAL

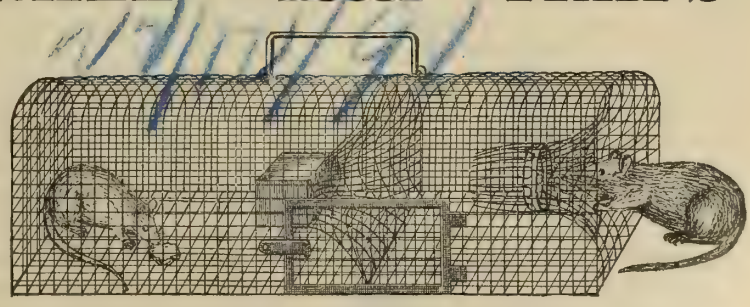
The Smith & Egge Manfg. Co.

Manufacturers of BRIDGEPORT, CONN.

"YANKEE" RAT AND MOUSE TRAPS

The most Ingenious and Effective Traps ever made. Surest, Safest, Cleanest. . . .

These Traps are well and strongly made, and thoroughly galvanized. All Traps carefully packed and shipped in strong crates.



THE D. MOORE CO., Limited, Hamilton, Agents for Canada.

BICYCLE SUNDRIES AND PADLOCKS

"GIANT" METAL SASH CHAIN, "Red Metal" and Steel
SASH PULLEYS, Iron and Bronze.

PLUMBERS' CHAINS.
PLUMBERS' TANK PULLS.
PIPE STRAPS, 8 HOOKS,
AND SPLIT LINKS.

Sole Manufacturers of the

"EUREKA" PATENT SHEAR. A useful and cheap tool for cutting rods and strap metal. SEND FOR ILLUSTRATED CATALOGUE.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

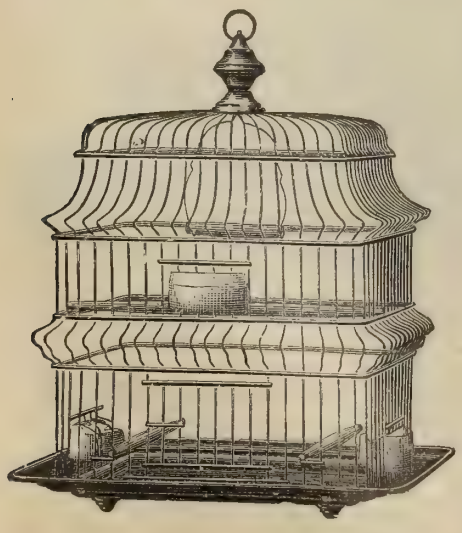
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal

E. T. WRIGHT & CO.



HAMILTON - CANADA.

granted, the plans not complying with certain requisite conditions, though they were submitted some weeks ago. This, when granted, will add $50,000 to the total issue of permits.

PLUMBING AND HEATING CONTRACTS.

The John Ritchie Plumbing and Heating Co., Toronto, have contracts for the plumbing of two houses on Queen street east, and of two houses on Sackville street.

Carroll Bros., of Montreal, have the contract for the plumbing, heating and ventilating of two stores and dwellings for Thos. Lamb, Westmount, Que.; for the plumbing, heating and ventilating of a house for Mr. Webster, and for the plumbing, heating and ventilating of five houses for Mr. Plourde, Montreal Annex.

The Master Plumbers' Association, of Toronto, held their regular monthly meeting in Pythian hall, on Monday evening. No business of outside importance was transacted, but the affairs of the association were reported to be in excellent condition.

There is every prospect for a lively time for Perth's carpenters this summer, and so far we have heard of the following: St. Andrew's church improvements to the extent of $9,000 or $10,000; Robt. Stewart, a handsome residence on Mary street; Wm. Andison, a residence on the same street; David Lowe, a new residence on his present site; The new cheese factory on the outskirts of the town; Wm. Ansley Keays, a house on the corner of Isabella and Wilson street; Stephen Bennett, two brick houses in the east ward, one on Drummond street, and one on Brock street, in the block recently purchased by him; and James Noonan, a house for himself in the west ward, on Wilson street; he has purpurchased a lot from Peter Stewart, near Greenley's corner.—Perth Expositor.

THE ACTION OF ACETYLENE ON RUBBER.

A question having been asked as to the suitability of ordinary gas-bags for holding supplies of acetylene gas, my readers may be interested (possibly disappointed) to hear that the new illuminant has an awkward knack of finding its way through the texture of such receptacles. A gentleman who has been investigating the matter found, after filling a new and air-tight bag with acetylene and applying pressure-boards to it, that the gas began to penetrate the rubber in less than half an hour, and in three days the whole had escaped. Similarly, india rubber toy-ballons distended with acetylene gradually deflated.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps. Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best., Sol by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes

ST. JOHN, N.B.

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

THE NOVA SCOTIA INSOLVENCY BILL.

THE following is a complete copy of the Insolvency Act passed at the last session of the Legislature of Nova Scotia. HARDWARE AND METAL is indebted to the Attorney-General, Hon. J. W. Longley, for a copy of the Act, which, according to a foot note made by that gentleman, goes into force July 1, next. The Act is styled "An Act respecting Assignments for the benefit of Creditors":

1. In case any person, being at the time in insolvent circumstances, or unable to pay his debts in full, or knowing himself to be on the eve of insolvency, voluntarily or by collusion with a creditor or creditors, gives a confession of judgment, cognovit actionem, or warant of attorney to confess judgment to defeat or delay his creditors wholly or in part, or with intent thereby to give one or more of the creditors of such person a preference over his other creditors, or over any one or more of such creditors, every such confession, cognovit actionem or warrant of attorney to confess judgment, shall be deemed and taken to be null and void as against the creditors of the party giving the same, and shall be invalid and ineffectual to support any judgment or writ of execution.

2. (1) Subject to the provisions of the third section of this Act, every gift, conveyance, assignment or transfer, delivery over or payment of goods, chattels or effects, or of bills, bonds, notes or securities, or of shares, dividends, premiums, or bonus in any bank, company or corporation, or of any other property, real or personal, made by a person at a time when he is in insolvent circumstances, or unable to pay his debts in full, or knows that he is on the eve of insolvency, with intent to defeat, hinder, delay or prejudice his creditors, or any one or more of them, shall, as against the creditor or creditors injured, delayed or prejudiced, be utterly void.

(2) Subject also to the said provisions of the third section of this Act, every gift, conveyance, assignment or transfer, delivery over or payment of goods, chattels or effects, or of bills, bonds, notes or securities, or of shares, dividends, premiums, or bonus in any bank, company or corporation, or of any other property, real or personal, made by a person at a time when he is in insolvent circumstances, or is unable to pay his debts in full, or knows that he is on the eve of insolvency, to or for a creditor with intent to give such creditor an unjust preference over his other creditors, or over any one or more of them, shall, as against the creditor or creditors injured, delayed, prejudiced or postponed, be utterly void.

(a) Subject to the provisions of Section 3, aforesaid, if such transaction with or for a creditor has the effect of giving that creditor a preference over the other creditors of the debtor, or over any one or more of them, it shall in and with respect to any action or proceeding which, within sixty days thereafter, is brought, had or taken to impeach or set aside such transaction, be presumed to have been made with the intent aforesaid, and to be an unjust preference within the meaning hereof, whether the same be made voluntarily or under pressure.

(b) Subject to the provisions of Section 3, aforesaid, if such transaction with or for a creditor has the effect of giving that creditor a preference over the other creditors of a debtor, or over any one or more of them, it shall, if the debtor within sixty days after the transaction makes an assignment for the benefit of his creditors, be presumed to have been made with the intent aforesaid, and to be an unjust preference within the meaning hereof, whether the same be made voluntarily or under pressure.

(3) Where the word "creditor" in this section indicates the creditor to whom a preference is given over the other creditors of the debtor, the same shall be deemed to include any surety, and the indorser of any promissory note or bill of exchange, who would upon payment by him of the debt, promissory note or bill of exchange, in respect of which such suretyship was entered into or such indorsement given, become a creditor of the person giving the preference within the meaning of subsection (2) of this section.

3. Nothing in the preceding section shall apply to any assignment made to an official assignee appointed by the Governor-in-Council for the county in which the debtor resides or carries on business, within the Province of Nova Scotia (with the consent of the creditors as hereinafter provided) for the purpose of paying rateably and proportionately, and without preference or priority all the creditors of the debtor their just debts; nor to any bona fide sale or payment made in the ordinary course of trade or calling to innocent purchasers or parties; nor to any payment of money to a creditor, nor to any bona fide gift, conveyance, assignment, transfer or delivery over of any goods, securities or property of any kind, as above mentioned, which is made in consideration of any present actual bona fide payment in money, or by way of security for any present actual bona fide advance of money, or which is made in consideration of any present actual bona fide sale or delivery of goods or other property; provided that the money paid, or the goods or other property sold or delivered, bear a fair and reasonable relative value to the consideration therefor.

(a) In case of a valid sale of goods, securities or property, and payment or transfer of the consideration or part thereof by the purchaser to a creditor of the vendor under circumstances which would render void such a payment or transfer by the debtor personally and directly, the payment or transfer, even though valid as respects the purchaser, shall be void as respects the creditor to whom the same is made.

(2) Every assignment for the general benefit of creditors, which is not void under Section 2 of this Act, but is not made to the official assignee (nor to any other person with the prescribed consent of creditors) shall be void as against a subsequent assignment which is in conformity with this Act, and shall be subject in other respects to the provisions of this Act until and unless a subsequent assignment is executed in accordance with this Act.

(3) In case a payment has been made which is void under this Act, and any valuable security was given up in consideration of the payment, the creditor shall be entitled to have the security restored or its value made good to him before, or as a condition of, the return of the payment.

(4) Nothing herein contained shall affect any payment of money to a creditor, where said creditor by reason or on account of such payment, has lost or been deprived of, or has in good faith given up, any valid security which he held for the payment of the debt so paid, unless the value of the security is restored to the creditor, or any substitution in good faith of one security for another security for the same debt as far as the debtor's estate is not thereby lessened in value to the other creditors.

(5) The debtor may, in the first place, with the consent of a majority of his creditors having claims of $100 and upwards, computed according to the provisions of Section 20, make a general assignment for the benefit of his creditors, to some person other than the official assignee, and residing in this province.

(6) No person other than a permanent and bona fide resident of this province shall have power to act as assignee under an assignment within the provisions of this Act, nor shall any such assignee have power to appoint a deputy or to delegate his duties as assignee to any person who is not a permanent and bona fide resident of this province, and no charge shall be made or recoverable against the assignor or his estate for any service or other

expenses of any such assignee, deputy or delegate of any assignee who is not a permanent and bona fide resident of this province.

4. Every assignment made under this Act for the general benefit of creditors shall be valid and sufficient if it is in the words following, that is to say: "All my personal property which may be seized and sold under execution, and all my real estate, credits and effects," or if it is in words to the like effect; and an assignment so expressed shall vest in the assignee all the real and personal estate, rights, property, credits and effects, whether vested or contingent, belonging at the time of the assignment to the assignor, except such as are by law exempt from seizure or sale under execution; subject, however, as regards land to the provisions of Chapter 84, Revised Statutes, Fifth Series, "Of the Registry of Deeds and Encumbrances affecting Lands."

5. The property and assets of any estate of which an assignment is made under the provisions of this Act, shall not be removed out of the province without the order of the county court judge of the county in which the assignment is registered, and the proceeds of the sale of and all moneys received on account of the estate shall be deposited by the assignee in one of the incorporated banks within the province, and shall not be withdrawn or removed without the order of the judge of the county court aforesaid, except in payment of dividends and charges incidental to the winding up of the estate, and any assignee or other person acting in his stead, or on his behalf, violating the provisions of this section, shall be liable to a penalty of $400, which may be recovered summarily before a judge of the Supreme Court or of the county court for the county in which the assignment is by sub-section (2) of Section 13 of this Act, required to be registered: and one-half of the said penalty shall go to the person suing therefor, and the other half shall belong to the estate of the assignor; but in default of payment of the said penalty and all costs which may be incurred in any action or proceeding for the recovery thereof, such assignee or other person may be imprisoned for any period not exceeding thirty days, and shall be disqualified from acting as assignee of any estate while such default continues.

6. If any assignor (or assignors) executing an assignment under this Act for the general benefit of his (or their) creditors owes (or owe) debts both individually and as a member of a co-partnership, or as a member of two different co-partnerships, the claims shall rank first upon the estate by which the debts they represent were contracted, and shall only rank upon the other after all the creditors of that other have been paid in full.

7. Whenever an assignment is made of any real or personal property for the general benefit of creditors, under the provisions of this Act, the assignee shall pay in priority to the claims of the ordinary or general creditors of the persons making the same, the wages or salaries of all persons in the employment of such person at the time of making such assignment or within one month before the making thereof, not exceeding three months' wages or salary; and such persons shall be entitled to rank as ordinary or general creditors for the residue, if any, of their claim.

8. A majority in number and value of the creditors who have proved claims to the amount of $100 or upwards, may, at their discretion, substitute for the official assignee or for an assignee under an assignment to which sub-section (2) of Section 3 of this Act applies, a person residing in the county in which the debtor resided or carried on business at the time of the assignment. An assignee may also be removed and another assignee may be substituted or an additional assignee may be appointed by a judge of the Supreme Court, or of the County Court of the county where the assignment is registered.

(2) Where a new assignee is appointed the estate shall forthwith vest in him without a conveyance or transfer. The new assignee may register an affidavit of his appointment in the office of the clerk of the County Court in which the original assignment was filed. Such affidavit may also be registered in the office of the Registrar of Deeds for the county in which the assignment is made. The registration of such affidavit in the office of the Registrar of Deeds shall have the same effect as the execution and registration of a conveyance.

9. Save as provided in the next succeeding sub-section the assignee shall have an exclusive right of suing for the rescission of agreements, deeds and instruments or other transactions made or entered into in fraud of creditors or made and entered into in violation of this Act.

(2) If at any time any creditor desires to cause any proceeding to be taken which, in his opinion, would be for the benefit of the estate; and the assignee under the authority of the creditors refuses or neglects to take such proceeding, after being duly required so to do, the creditor shall have the right to obtain an order of any judge of the Supreme Court or of the County Court aforesaid, authorizing him to take the proceeding in the name of the assignee, but at his own expense and risk, upon such terms and conditions as to indemnify to the assignee, as the judge may prescribe, and thereupon any benefit derived from the proceedings shall belong exclusively to the creditor instituting the same for his benefit; but if, before such order is granted, the assignee shall signify to the judge his readiness to institute the proceeding for the benefit of the creditors, the order shall prescribe the time within which he shall do so, and in that case the advantage derived from the proceeding, if instituted within such time, shall appertain to the estate.

10. If the person to whom any gift, conveyance, assignment, transfer, delivery or payment, as in Section 2 of this Act is mentioned, has been made, shall have sold or disposed of the property which was the subject of such gift, conveyance, assignment, transfer, delivery or payment, or any part thereof, the moneys or other proceeds realized therefor, may be seized or recovered in any action under the last preceding section as fully and effectually as the property, if still remaining in the possession or control of such person, could have been seized or recovered.

11. No advantage shall be taken or gained by any creditor of any mistake, defect or imperfection in any assignment under this Act for the general benefit of creditors, if the same can be amended or corrected, and if there be any mistake, defect or imperfection therein, the same shall be amended by any judge of the Supreme Court or the County Court aforesaid, on an application of any creditor of the assignor, or of any assignee, on such notice being given to other parties being concerned as the judge shall think reasonable, and the amendment, when made, shall have relation back to the date of said assignment.

12. The assignee shall receive such remuneration as shall be voted to him by the creditors at any meeting called for the purpose, after the first dividend sheet has been prepared, subject to the review of the judge of the County Court for the county in which the assignment is registered, if complained of by the assignee or any of the creditors.

(2) In case no remuneration is voted to the assignee by the creditors, the amount shall be fixed by the judge of the County Court aforesaid.

13. A notice of assignment made for the general benefit of creditors under this Act shall, as soon as conveniently may be, be published at least twice, in The Royal Gazette and one newspaper at least, having a general circulation in the county, in which the property assigned is situate.

(2) A counterpart or copy of every such assignment shall, also, within five days from the execution thereof, be registered (together with an affidavit of a witness thereto of the due execution of the assignment, of which the copy filed purports to be a copy), in the office of the clerk of the County Court of the county, where the

assignor, if a resident in Nova Scotia, resides at the time of the execution thereof, or, if he is not a resident, then in the office of the clerk of the County Court of the county where the personal property so assigned is, or where the principal part thereof (in case the same includes property in more counties than one), is at the time of the execution of the assignment; and such clerk shall file all such instruments presented to him for that purpose, and shall endorse thereon the time of receiving the same in his office, and the same shall be kept there for the inspection of all persons interested therein. The said clerk shall number and enter such assignment, and shall be entitled to receive a fee of fifty cents for filing such instrument and affidavit, and for making all proper endorsements in connection therewith.

14. If the said notice is not published in the regular number of The Royal Gazette, and of such newspaper as aforesaid, which shall respectively be issued first after five days from the execution of the assignment by the assignor, or if the assignment is not registered as aforesaid within five days from the execution thereof, the assignor shall be liable to a penalty of $25 for each and every day which shall pass after the issue of the number of the newspaper in which the notice should have appeared until the same shall have been published; and a like penalty for each and every day which shall pass after the expiration of five days from the execution of the assignment by the assignor, until the same shall have been registered.

(2) The assignee shall be subject to a like penalty for each and every day which shall pass after the expiration of five days from the delivery of the assignment to him, or of five days after his assent thereto, the burden of proving the time of such delivery or assent being upon the assignee.

(3) Such penalties may be recovered summarily before a judge of the Supreme Court or of the County Court of the county in which the assignment ought to be published or registered; one-half of the penalty shall go to the party suing, and the other half for the benefit of the estate of the assignor.

(4) In case of an assignment to the official assignee, he shall not be liable for any of the penalties imposed in this section, unless he has been paid or tendered the cost of advertising and registering the assignment, nor shall he be compelled to act under the assignment until his costs in that behalf are paid or tendered to him.

15. In case the assignment be not registered, and notice thereof published, an application may be made by any one interested in the assignment to a judge of the Supreme Court or of the County Court aforesaid, to compel the publication and registration thereof, and the judge shall make his order in that behalf, with or without costs, or upon payment of costs by such person as he may in his discretion direct to pay the same.

16. The omission to publish or register as aforesaid, or any irregularity in the publication or registration, shall not invalidate the assignment.

17. It shall be the duty of the assignee immediately to inform himself, by reference to the debtor and his records of account, of the names and residences of the debtor's creditors, and within five days from the date of assignment to convene a meeting of the creditors for the giving of directions with reference to the disposal of the estate, by mailing, prepaid and registered, to every creditor known to him a circular calling a meeting of creditors to be held at a convenient place to be named in the notice, not more than twelve days after the mailing of such notice, and by advertisement in The Royal Gazette; and all other meetings to be held shall be called in like manner.

18. (1) In case of a request in writing, signed by a majority of the creditors having claims duly proved of $100 and upwards, computed according to the provisions of Section 20 of this Act, it shall be the duty of the assignee, within two days after receiving such request, to call a meeting of the creditors at a time not later than twelve days after the assignee receives the request. In case of default the assignee shall be liable to a penalty of $25 for every day after the expiration of the time limited for the calling of the meeting until the meeting is called, such penalty to be recovered summarily as prescribed in sub-section 3 of Section 14 of this Act.

(2) In case a sufficient number of creditors do not attend the meeting mentioned in Section 17 of this Act, or fail to give directions with reference to the disposal of the estate, the judge of the County Court aforesaid may give all necessary directions in that behalf.

19. At any meeting of creditors any creditor may vote in person, or by proxy authorized in writing, but no creditor whose vote is disputed shall be entitled to vote until he has filed with the asignee an affidavit in proof of his claim, stating the nature and amount thereof.

20. (1) Subject to the provisions of Section 8 of this Act, all questions discussed at meetings of creditors shall be decided by the majority of votes, and for such purpose the votes of creditors shall be calculated as follows:

For every claim of or over $100, and not exceeding $200—1 vote.
" " 200, " " 500—2 votes.
" " 500, " " 1,000—3 votes.
" additional 1,000, or fraction thereof—1 vote.

(2) No person shall be entitled to vote on a claim acquired after the assignment unless the entire claim is acquired, but this shall not apply to persons acquiring notes, bills or other securities upon which they are liable.

(3) In case of a tie, the assignee, or, if there are two assignees, then the assignee appointed by the creditors, or by the judge, if none has been appointed by the creditors, shall have a casting vote.

(4) Every creditor, in his proof of claim, shall state whether he holds any security for his claim or any part thereof; and if such security is on the estate of the debtor, or on the estate of a third party for whom such a debtor is only secondarily liable, he shall put a specified value thereon. and the assignee under the authority of the creditors may either consent to the right of the creditor to rank for the claim after deducting such valuation, or he may require from the creditor an assignment of the security at an advance of ten per cent. upon the specified value to be paid out of the estate as soon as the assignee has realized such security; and in such case the difference between the value at which the security is retained and the amount of the gross claim of the creditor shall be the amount for which he shall rank and vote in respect of the estate.

(5) If any creditor holds a claim based upon negotiable instruments upon which the debtor is only indirectly or secondarily liable, and which is not mature or exigible, such creditor shall be considered to hold security within the meaning of this section, and shall put a value on the liability of the party primarily liable thereon, as being his security for the payment thereof; but after the maturity of such liability and its non-payment, he shall be entitled to amend and re-value his claim.

21. (1) Every person claiming to be entitled to rank on the estate assigned shall furnish to the assignee particulars of his claim proved by affidavit, and such vouchers as the nature of the case admits of.

(2) In case a person claiming to be entitled to rank on the estate assigned does not, within a reasonable time after receiving notice of the assignment and of the name and address of the assignee, furnish to the assignee satisfactory proofs of his claim as provided by this and the preceding sections of this Act, the judge of the County Court of the county wherein the debtor at the time of making the assignment resided or carried on business, may, upon a summary application by the assignee or by any other person interested

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper ... **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS ....
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

in the debtor's estate (of which application at least three days' notice shall be given to the person alleged to have made default in proving a claim as aforesaid), order than unless the claim be proved to the satisfaction of the judge within a time to be limited by the order, the person so making default shall no longer be deemed a creditor of the estate assigned, but shall be wholly debarred of any right to share in the proceeds thereof; and if the claim is not so proved within the time so limited, or within such further time as the judge may by subsequent order allow, the same shall be wholly barred, and the assignee shall be at liberty to distribute the proceeds of the estate as if no such claim existed, but without prejudice to the liability of the debtor.

(3) A person whose claim has not accrued due shall nevertheless be entitled to prove under the assignment and vote at meetings of creditors, but in ascertaining the amount of such claim a deduction for interest shall be made for the time, which has to run until the claim becomes due.

(4) At any time after the assignee receives from any person claiming to be entitled to rank on the estate proof of his claim, notice of contestation of the claim, may, at the request of any creditor, be served by the assignee upon the claimant. Within thirty days after the receipt of the notice, or such further time as a judge of the County Court of the county in which the assignment is registered may on application allow, an action shall be brought by the claimant against the assignee to establish the claim, and a copy of the writ in the action served on the assignee; and in default of such action being brought and writ served within the time aforesaid, the claim to rank on the estate shall be forever barred.

(a) The notice by the assignee shall contain the name and place of business of one of the solicitors of the Supreme Court, upon whom service of the writ may be made, and service upon such solicitor shall be deemed sufficient service of the writ.

22. Upon the expiration of one month from the first meeting of creditors, or as soon as may be after the expiration of such period, and afterwards from time to time at intervals of not more than three months, the assignee shall prepare and keep constantly accessible to the creditors, accounts and statements of his doings as such assignee, and of the position of the estate, and he shall declare dividends of the estate whenever the amount of money in his hands will justify the division thereof, and also whenever he is required by a majority vote of the creditors to do so.

23. So soon as a dividend sheet is prepared, notice thereof shall be given by letter, posted to each creditor, enclosing an abstract of receipts and disbursements, showing what interest has been received by him for moneys in his hands, together with a copy of the dividend sheet, noting thereon the claims objected to, and stating whether any reservation has, or has not, been made therefor; and after the expiry of eight days from the date of mailing such notice, abstract and dividend sheet as aforesaid, dividends on all claims not objected to within that period shall be paid.

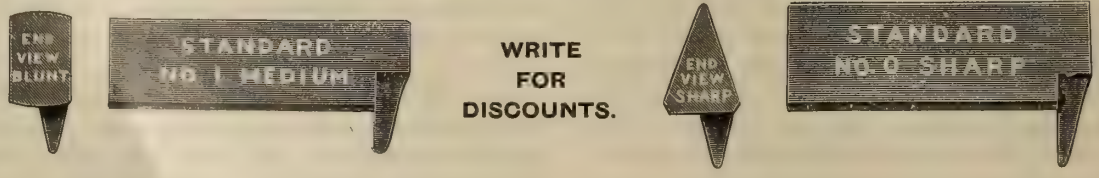
24. The law of set-off shall apply to all claims made against the estate, and also to all actions instituted by the assignee for the recovery of debts due to the assignor, in the same manner and to the same extent as if the assignor were plaintiff or defendant, as the case may be, except in so far as any claim shall be effected by the provisions of this or any other act respecting frauds or unjust preferences.

25. An affidavit authorized, or required under this Act, may be sworn before any person authorized to administer oaths or affidavits in the Supreme Court or before a justice of the peace.

26. The provisions of this Act shall not be held to apply to assignments made under the provisions of any Act of the Parliament of Canada relating to or respecting bankruptcy or insolvency.

27. The Governor-in-Council is authorized to appoint, in pursuance of this Act, one or more persons in each county who shall be designated official assignees, who shall perform the duties and exercise the powers imposed upon such official assignees by this Act.

Standard Steel Toe Calks



Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = Saint John, N. B., Canada.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR

OR

SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

April 1, 1898.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	..	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs / " 14x60 " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base Price	
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"		1 90
inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.95; ½ inch, $2.15; ¾ inch, $2.60; 1 inch, $3.55; 1¼ inch, $4.75; 1½ inch, $5.85; 2 inch, $8.25 per 100 feet.

Galvanized, ½ inch $3.51, ¾ inch $4.26, 1 inch $6.75 to $7, 1¼ inch $8.10, 1½ inch $10.35, 2 inch $14 per 100 feet

Cast, soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12	0 12¼
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

eets, hard-rolled, 2x4	...	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.)		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 50

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
[illegible]s Shot Shells, 55 and 10 per cent
[illegible]ers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	....	6 00
Forest Clipper	....	6 25
Lance	8 50	9 00
Mann's	6 25	8 00
Maple Leaf	....	7 25
Hand Made	...	7 50
Climax	....	7 75
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
[illegible]gricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	2 900

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn s, per doz	3 00	10 00

Clips.

Axle dis .65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt.	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs.	....	3 15
14 in. up, per 100 lbs.	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per ke
Light and medium pattern	....	3 95
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal " 15
Mystic Metal " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d 2 25
6 and 7d 2 15
8 and 9d 2 00
10 and 12d 1 95
16 and 20d 1 90
30, 40, 50 and 60d. (base) 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent for imported, 50 to 55 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto) 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz 0 00 9 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz 2 25 3 30

PENCILS.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L $ 50 00
No. 38 Hand Machine, range 1½ to 4 100 00
No. 56 Hand Machine, range 2½ to 6 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz 2 00 5

PLIERS AND NIPPERS.

utton's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co.,dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

n, square, per doz 1 35 2 00

PRUNING SHEARS.

per doz 4 5 50

PULLEYS.

Hothouse, per doz 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning 0 35 2 50

PUMPS

Canadian cistern 1 40 2 25
Canadian pitcher spout 1 15 2 00

PUNCHES.

Saddlers', per doz 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set 0 00 0 72
" hollow, per inch 0 00 1 00

RAIL.

Barn door, per foot 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8¼
⅜ in	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set 0 62½ 1 00
" N.P., per set 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent

SASH CORD.

Per lb 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen
"Empire," McMillan & Haynes, per ft 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
" frame only 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz 2 20 3 00

SCREW DRIVERS.

Sargent's per doz 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz 2 30 2 45
" black 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
ron, American 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

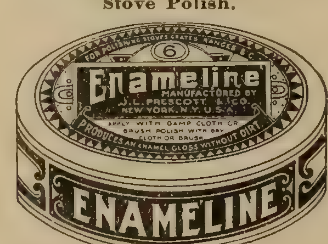
STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb 0 09 0 09
Labrador " 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 0 00 1 50
Water-of-Ayr " 0 00 0 10
Scythe, per gross 3 50 5 00
Grind. per ton 15 00 18 00

Stove Polish.



No. 4—3 dozen in case $4 50
No. 6—3 dozen in case 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carpet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks
Copper tacks ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers 10
" " in bulk 15
" " solid heads, in bulk 60
Saddle nails in papers 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks, discount 90 p.c.

TAPE LINES.

English, ass skin, per doz.... 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent. ; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd	....	....
Plain twist	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. .. 1 20
Terms 4 months or 3 per cent. 30 days.

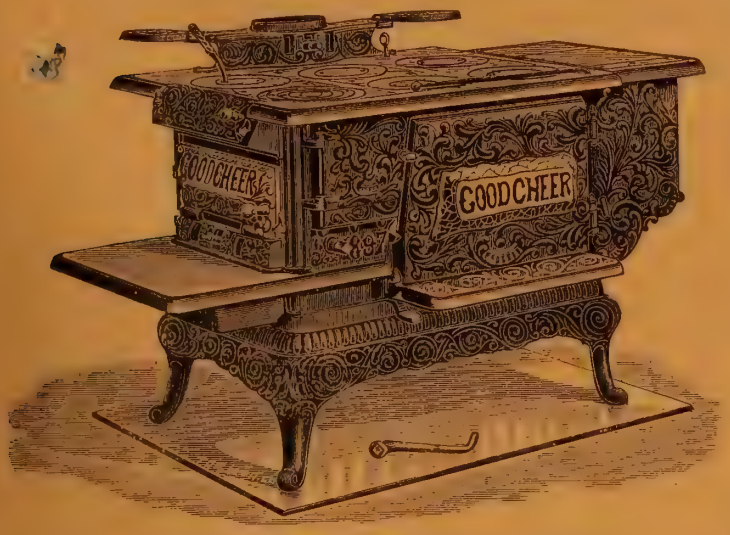
WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 ..00

GOOD CHEER RANGES

LARGE STEEL OVENS

Three styles each—Square and Reservoir, with or without High Shelves or Closets, Coal or Wood, or Wood only.



SOLD BY LEADING DEALERS EVERYWHERE

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

READ THIS TESTIMONY

REGARDING

Galvanized Sheet Iron

DEAR SIRS,—Having been requested to furnish you with a report on **BEST BEST POPLAR GALVANIZED IRON,** I have much pleasure in testifying as follows:

The sheets are perfectly flat.
The finish is unexcelled, being bright and even.
It will double seam in 26 gauge each way of grain.
It is true to gauge.

Yours truly,

MEMRAMCOOK, N.B., March 7, 1898. C. M. LEGER.

We are Sole Agents for above iron

J. WATTERSON & CO.

MONTREAL

STAR

HACK SAWS
BUTCHER SAWS
BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than $1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO.

93 Reade Street
NEW YORK

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

Baylis Manufacturing Co.

16 to 30 Nazareth Street. MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT.

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.
61-63 FRONT ST. WEST, TORONTO.

STOP

and consider. Is your stock of paint complete for your spring trade? Have you a full line of Robertson's Pure Paints, Oils, Varnishes, and Enamels? If not, let us know at once. We can guarantee prompt shipment. Send for our color card anyway, whether you are ordering just now or not. We know we'll hear from you later on. Quality? Well, you know the quality of all our products, "always the best and nothing but the best." Enough said.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, APRIL 9, 1898 | No. 15

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Every Sheet Guaranteed

We guarantee every sheet of **QUEEN'S HEAD** to seam both ways and to be free from any defect whatever. And since giving this guarantee, we have **never had to replace a single sheet** for any defect. Could you find a better record?

JOHN LYSAGHT
Limited
Bristol and Montreal.

You can buy lower-priced Iron, but you can't buy cheaper.

Results in A Minute

Facts count, not promises. Theory is a back number in Radiator building. You get free and positive and perfect circulation in the Safford Radiators, ***one minute after the heat is turned on,*** and this fact we guarantee. Our guarantee is *good*—absolutely so. Back of it is the word of the largest Radiator Manufacturers under the British Flag.

The screw threaded connections are so large that there is not an iota of room for the impediment of circulation or the expulsion of air. No bolts or rods or packing—each connection is absolutely air-tight because "screw threaded."

Safford Radiators

You pay for satisfaction when you buy a Radiator—you get ***complete*** satisfaction in the Safford, and you get, too, "results in one minute."

The Toronto Radiator Mfg. Co., Limited
Toronto, Ont.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00

LIBERAL DISCOUNT TO TRADE.

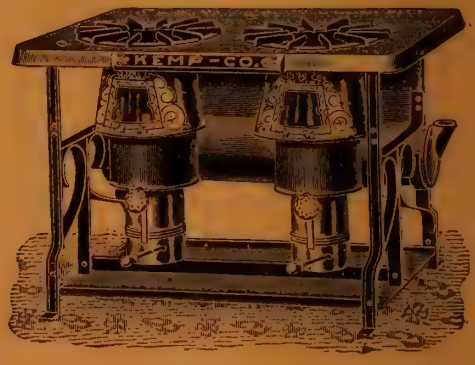
The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

Kemp's...

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

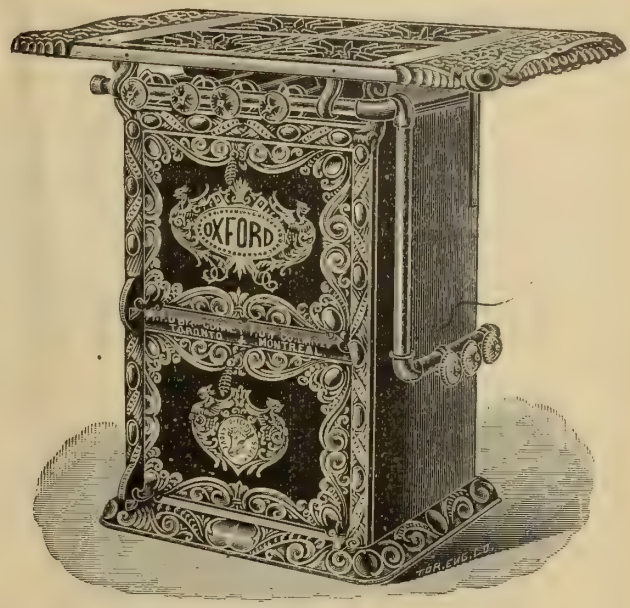
KEMP MANUFACTURING CO.

Toronto, Canada

Our '98

OXFORD .. GAS RANGE

Has improved features that will commend it to everybody.



If you haven't done so already, write at once for Catalogue and Prices.

ITS LEADING POINTS ARE : Flush Top, Removable Griddles, Slotted Burners, and Quick Opening Valves, 2 equal sized 16 x 16 x 11½ ovens, Reversible Oven Burners, and very Low Price.

Also remember that we are Sole Canadian Agents for the famous quick selling Quick Meal Blue Flame Oil and Gasoline Stoves. **You can do a big business in these lines.**

THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Milk Can Trimmings...

Iron Clad and Broad Hoop Patterns.

TINNED IRON, cut to size.

TINNED IRON, all standard sizes.

From 18 to 26 W.G.

Write for Prices.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

EVERY GOOD THING

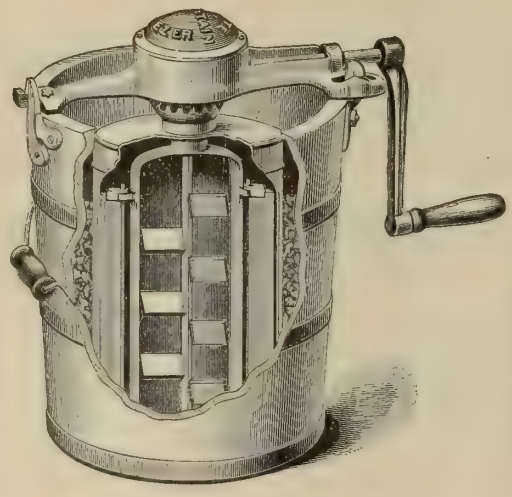
Pertaining to

Ice Cream Freezers

Originated with

And is used in

White Mountain Freezers



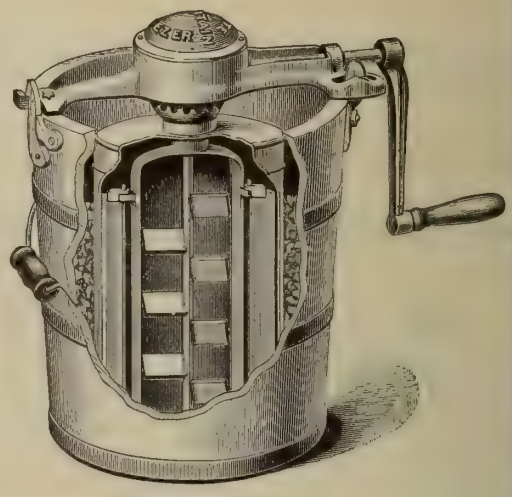
Triple Motion

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer.



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H. U.S.A.

IMITATION

is the sincerest flattery, but beware of such imitations.

Henry Boker's

Hardware, Cutlery, Etc.

being the result of 50 years' experience with the Canadian trade, are unsurpassed.

Rice Lewis & Son

TORONTO.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.

Newart, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.

Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

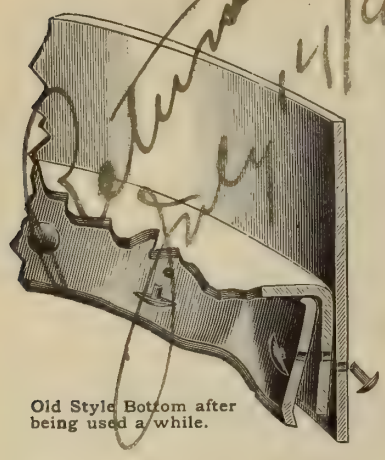
W. H. Thorne & Co., Limited

ST. JOHN, N. B.

THE E. B. EDDY CO.'S

WRAPPING PAPERS

are noted for their long and strong fibre . . . . .



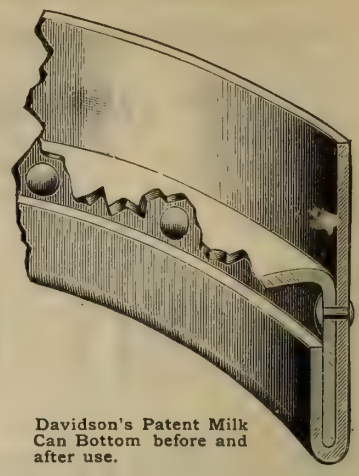
Old Style Bottom after being used a while.

Milk Can Trimmings.

All our "Broad Hoop" Milk Can Trimmings, and Cans made up have the "DAVIDSON PATENT BOTTOM." When once used they need no further recommendation.

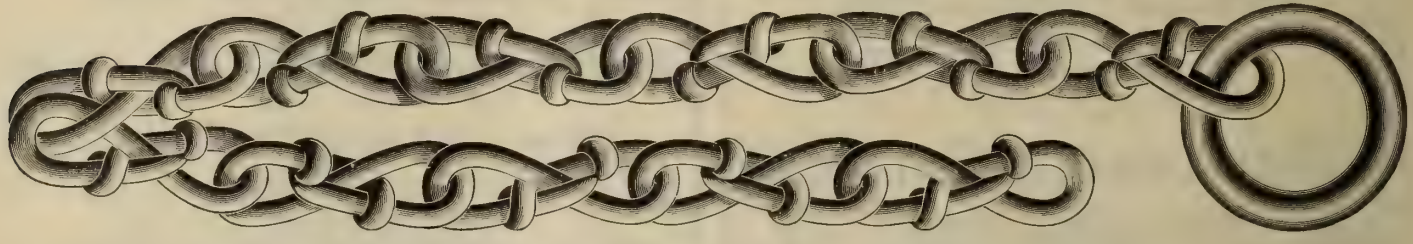
The Thos. Davidson Mfg. Co. *Limited*

MONTREAL.



Davidson's Patent Milk Can Bottom before and after use.

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

PERFECTION IS FOUND IN

GEM and LIGHTNING FREEZERS

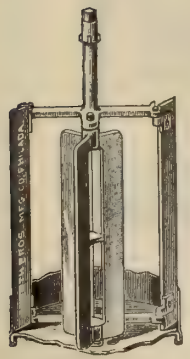
WITH ..

New Automatic Twin Scrapers

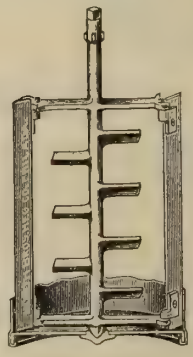
Operating Positively and Continuously.

Put and held in place by movement of can against lower end of scraper.

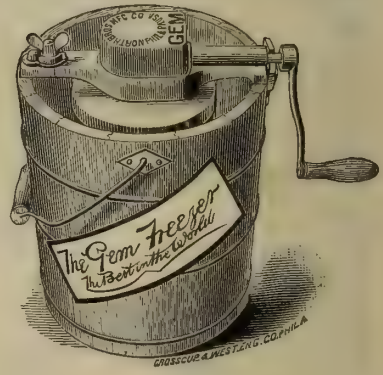
The most practical improvement made in any Freezer for many years past, and not contained in any other Freezers.

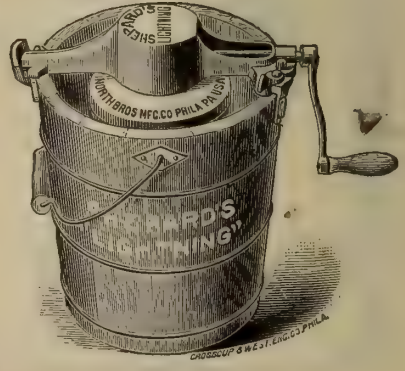


Dasher, showing Twin Scrapers on "Lightning."



Dasher, showing Twin Scrapers on "Gem."





OTHER POINTS OF PERFECTION NOT FOUND IN ANY OTHER FREEZERS.

Cedar Pail with Electric Welded Wire Hoops.
Cans with Drawn Steel Bottoms.
Materials and Workmanship.

Guaranteed not to fall off or break.
Guaranteed not to Break or Leak.
Guaranteed of Superior Quality.

Sold by all Leading Jobbers. Made exclusively by

NORTH BROS. MFG. CO., Philadelphia, Pa.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, APRIL 9, 1898 No. 15

President, JOHN BAYNE MacLEAN, Montreal. Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.
Published every Saturday.
Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

THE IRON OUTLOOK.

THE conditions governing the world's iron market are certainly stronger than they have been for a long time and the fact is commencing to attract attention, both on the continent and abroad.

Great changes have taken place in the world's iron industry of late years, but the outlook seems to favor even more remarkable changes, in the light of which previous experience in the iron business fails to afford guides as to future conditions. If recent articles in British trade papers are correct, an iron famine is not improbable in that country, their foundation for the assumption being that the home consumption and export of British iron in 1897 exceeded the entire output of the United Kingdom by close on 500,000 tons. It is also accepted as a probability that the foreign demand for British pig will be fully equal to last year.

Last year Germany took from Great Britain 348,000 tons of pig iron, and it is estimated that a large proportion of the 219,000 tons shipped to Holland and 130,000 to Belgium also went to Germany. Activity in German shipbuilding is expected to necessitate fully as large imports during the current year, despite the steady increase in the German home production.

Then the enormous naval programme of Great Britain is an all potent factor also. Work on last year's programme was delayed by the engineering strike, so that it has to be completed in addition to this year's. The British requirements, therefore, are certain to be enormous on this account, so that even a normal demand for British pig by outside countries will necessitate a consumption of it greatly exceeding anything seen in recent years. It is interesting to note, therefore, in view of these increased expectations, that the stocks of pig iron in Great Britain at the close of 1897 were away below those for the corresponding period in 1896, as the following shows:

	1897. Tons.	1896. Tons.
Cleveland	202,797	375,520
Scotland	464,353	508,169
Cumberland	283,410	375,657
South Wales	3,475	7,860
Leicestershire	7,020	10,320
Northamptonshire	9,465	11,250
Derbyshire	8,696	7,420
Lincolnshire district	....	750
North Staffordshire	28,030	18,230
South Staffordshire	13,400	16,100
Yorkshire (other than Cleveland)	27,482	29,220
Shropshire	13,737	15,611
North Wales	1,866	2,200
Other districts	320	500
Totals	1,064,051	1,378,807
Decrease in 1897	314,756	
Total	1,378,807	

The Iron Age, referring to these figures, says that it is startling enough to find that the entire stock of pig iron distributed over the whole country is considerably less than the quantity in Connal's Glasgow stores alone from 1885 to 1889. Ten years ago Connal held no less than 1,244,433 tons of G.M.B. on warrants, and now has only one-fourth of that quantity. The stocks above given, it should be explained, include those in makers' yards as well as those in public stores. And now to show what became of the stocks and output of 1897:

	Tons.	Tons.
The stocks at the beginning of 1897 were		1,378,807
The output of 1897 was		8,609,459
Total supply		9,988,266
Deduct:		
Home consumption—	Tons.	
Scotch, Cleveland and Cumberland	5,067,596	
Other English and Welsh pigs	2,840,000	
Total home consumption	7,907,596	
Exports	1,200,746	
		9,108,342
		879,924
Drawn from private stocks, or to be likewise accounted for by errors in previous estimates of stocks		182,127
Stocks in United Kingdom at December 31, 1897		1,064,051

Last year, the British stock of pig iron decreased 314,000 tons, and it was necessary to import 100,000 tons of American to meet the home and foreign demand. It is considered quite possible that before the end of the year the present visible stocks in Great Britain will have practically disappeared.

In 1897, the United States reported 262,000 tons, against 62,000 in the preceding year. This was on a production of 9,652,000 tons in the entire country.

According to the United States exchanges, pig iron production there is now, and for some time past has been, at its maximum,

and some uneasiness has been reported in the trade as to whether prices could be maintained with a production which might possibly amount to 12,000,000 tons in the course of the calendar year. It should not be forgotten, of course, that the production of pig iron in the United States in 1897, the largest ever known, was only about 200,000 tons larger than that of 1892, six years ago, and, with the present industrial activity there, and a volume of business equaling, and even exceeding, previous records, it is only reasonable to look for a very heavy increase in crude iron production.

U. S. GALVANIZED IRON IN CANADA.

MAKERS of galvanized iron in the United States seem to be making a special effort to capture Canadian trade in this article. Last year, it will be remembered, saw the advent of United States galvanized iron on this market.

Notwithstanding the fact that they are so pressed for orders in the home market, it is somewhat curious to note that the manufacturers across the border have recently been weekly quoting prices to, and soliciting business from, jobbers in the Dominion.

The demand in Canada for the United States made article is not as brisk as it was a year ago at this time. A good many people at first imagined that because it was quoted lower than English galvanized iron that it was cheaper, but it has now become generally known that while the United States iron is quoted lower it is also heavier, and, therefore, not as low in price as was at first apparent.

The following table will give an idea of the respective weights, in pounds, of the British and United States makes of galvanized iron :

	Weight of U.S.	Weight of British.
24 gauge, 30 x 72.....	17⅓	16⅓
26 " 30 x 96.....	18⅛	15 1-5
28 " 30 x 96.....	16	13½

A while ago the manufacturers in the United States advanced their prices for the Canadian market. Lately, however, they have reduced them, although not sufficiently so to make any material difference in cost.

The merchant who is abreast of the times is always ahead of some of his competitors, and is never unplaced in the business race.

THE GOVERNMENT'S DUTY.

THE plea of the Government that it cannot take the insolvency bill under its care is not the less weak because it is specious.

No question about it, there are a good many members of the House who are opposed to the measure, but if that argument is sufficient to deter the Government from shouldering the responsibility of the insolvency bill it should be sufficient as well to deter it from shouldering any and every measure to which opposition is likely to arise. What is sause for the goose should be sauce for the gander.

The enactment of an insolvency law is necessary, not only for the establishment of ways and means for the safer transaction of business, but it is demanded for the purpose of securing for the business community in Canada a higher standing in Great Britain among the commercial classes than it now possesses.

There is no question that the present condition of affairs tends to retard British trade with Canada. Manufacturers and merchants in the Motherland realize that the great want of Canada is an efficient insolvency law. This was demonstrated beyond all peradventure by the deputation of business men which waited upon the Minister of Finance while he was in London, England, and again during the meeting of the British Empire League in the same city.

It is evident that, unless the Government interests itself in the matter, there is little or no hope of the bill, now before the House, even coming up for a third reading. It is a matter which effects the honor of Canada as well as the convenience of its own merchants. And the Dominion Government should not swerve from its duty because opposition to the bill is likely to be met with in the House.

FOREIGN GOODS AND THE PREFERENTIAL TARIFF.

THE Minister of Finance was somewhat ambiguous in his budget speech in one particular, and that was as to whether goods other than British, which are now showing in the preferential tariff, would be allowed to enjoy the benefit of the reduction of 25 per cent. of the duty from June 30 until July 31 next, after which date the preference is to be given to British goods alone.

The matter has, however, been set at rest by the receipt of a telegram from Ottawa, which states that German and other foreign goods now enjoying the preferential tariff entered in July, 1898, will be admitted at 25 per cent. reduction of the ordinary duty.

A LOOSE LAW.

IN HARDWARE AND METAL of two weeks ago there appeared a communication, signed "One Interested," dealing with the fact that in the charter of some incorporated companies is a clause declaring that the business shall be an exclusively cash one, officers being withheld from either buying or selling on credit.

No one will scarcely disapprove of the principle of buying and selling for cash. "Cash" is the slogan of modern business men. But the utmost caution is necessary to prevent the dishonestly disposed, who may be connected with such concerns, from making the provisions of the charter a medium whereby they can escape paying their honest debts.

That there is need of such caution is evident from the letter of "One Interested," who is the head of one of the largest manufacturing firms of its kind in Canada.

All incorporated companies having this non-credit clause in their charters may not be dishonest. In fact, no one would even dream they were. But it is evident all are not honest. Honesty and the desire to escape liabilities through a technicality are not compatible. And when the law opens a door through which these technicalities can be brought in and paraded as reasons for not payment of debts, it is evident that there is a screw loose somewhere in the law.

The Act under which these charters are obtained should also provide the ways and means of preventing the peculiar privileges granted from being prostituted to the injury of the mercantile community. At any rate those doing business under such charters should not be allowed to use them as a place of refuge, after they had themselves stepped outside the stipulated bounds.

In the meantime business men would do well to see they are not caught in the same trap as "One Interested."

While a merchant is wasting time watching his competitors his own business walks away from him.

THE NORTHWEST BOOMING.

THE greatness of the Klondyke boom has, to a large extent, overshadowed another boom, which, in the opinion of many, is of even greater importance to Canada as a nation than the development of her mineral resources.

It is the opinion of competent authorities that Manitoba and the Northwest are on the eve of a boom in their development, unprecedented in the history of the agricultural development of Canada.

An illustration of this prosperity is given in a recent issue of The Pilot Mound Sentinel. That paper gathered statistics regarding the building operations in the shape of improvements and new buildings erected last year in that part of Manitoba. The following amount was spent in buildings and improvements :

Holmfield	$ 23,195
Pilot Mound	22,890
Crystal City	22,350
Cartwright	15,995
La Riviere	8,500
Cypress	3,700
Wood Bay	3,425
Snowflake	2,150
Clearwater	550
Eton	1,900
Londesborough	1,230
Greenway	400
Dry River	330
Total for the district	$106,615

A reference to the map will give an idea of the comparatively small area of this district, and as Pilot Mound has not been blessed with good crops above other sections of that country, it will be readily granted that the farmers and merchants of Manitoba and the Northwest are prosperous.

One of the most remarkable results of this prosperity is the influx of settlers from the United States. Of these, an average of 100 per day have been arriving in Winnipeg since the first of March. These are securing homesteads from the Dominion land agencies and settling in many sections of Manitoba and the Northwest. The following table from The Brandon Times will give an idea of the proportion going to the various sections during the first two weeks of March :

	Entries.	Settlers.
Dauphin	38	88
Edmonton	83	211
Lethbridge	35	99
Little Saskatchewan	46	99
Calgary	18	43
Alameda	32	42
Prince Albert	8	20
Qu'Appelle	73	193
Red Deer	22	71
Winnipeg	73	174
Touchwood	16	60
Regina	10	21
Brandon	99	112
Total	543	1,233

As will be seen, though the largest number of settlers arrived in Edmonton, the greatest number of homesteads secured were at the Brandon agency, where 99 entries were made in the two weeks. There are many more farmers coming from the United States, one party of 236 coming from so far south as Kansas.

The number of persons leaving Ontario for Manitoba and the Northwest is also unusually large, over 750 persons from various parts of Ontario leaving Toronto weekly, 500 via C.P.R. and 250 via G.T.R. To this number numerous small bodies are added at various points on the route.

The best feature of this influx is not the number of people going, but rather the quality of them, the greater number of them being well-to-do farmers, who will be able to take up a homestead and work it.

The growing demand for Canadian produce, particularly bacon, ham, butter and eggs, and the ready market for Manitoba wheat, makes this increase in the agricultural population of Canada most opportune, while the development of the mineral resources of British Columbia and Northern Ontario, the establishment of flour mills, grain elevators, etc., are combining to make a marked development in the Canadian Northwest during the next year or two.

The C.P.R. land sales for the month of March aggregate 33,420 acres, for the sum of $109,010. This is four times as much land as was sold during the same period of 1897, and the largest since the boom of 1881.

Soldiers may want war, but what business men want is business.

CEMENT TRADE ACTIVE.

Hudson Usher, of I. Usher & Sons, manufacturers of Queenston cement, was in Toronto this week on business. He stated to HARDWARE AND METAL that 1898 is proving a record year among cement dealers, three times as many buildings being erected in Ontario this year compared with any one of the last few years.

Enquiries from Manitoba have also been so numerous that Mr. I. Usher, the head of their firm, intends leaving for that province to develop the trade there.

ADVANCE IN COPPER RIVETS.

AN advance in the price of copper rivets has been decided upon by the manufacturers, and the jobbing discount is now 50 and 10 per cent., instead of 50, 10 and 5 per cent. as formerly.

The advance is due to the increased cost of raw material.

Trade is fairly good at the moment in copper rivets.

OBSTRUCTION TO YUKON TRADE.

THE following letter from the British Columbia Board of Trade, to the Montreal Board of Trade, gives evidence of the uncertainty and unreliableness of the existing arrangements for the conduct of Canadian trade with the Yukon district. No time or pains should be spared by the powers that be, to see that such difficulties as those complained of are speedily, and, if possible, permanently overcome. The Montreal board will, it is expected, give the matter its attention at the first meeting of council :

British Columbia Board of Trade,
Secretary's Office.
Victoria, B.C., March 26, '98.

Geo. Hadrill, Esq., secretary Board of Trade, Montreal :

DEAR SIR,—I beg to advise that matters at the head of Lynn Canal are still very unsatisfactory, as a matter of fact it is impossible to get Canadian goods over the disputed territory without payment of a United States officer at the rate of $9 per day, $6 salary and $3 expenses.

The present situation is very acute, for the following reason :

United States Collector Ivy has recently reached his headquarters with authority to put the new regulation in force. It was expected that upon his arrival at Dyea or Skagway it would be possible to deposit the United States duty on foreign goods and obtain a refund at the summit of the pass. This is just where the trouble has arisen. The Canadian officers are at the summit, with authority to make the refunds, but Collector Ivy refuses to recognize that point as the boundary and insists upon all the United States business being transacted at Lake Bennett, some twenty miles further on. Now, what shall be done under the circumstances? It is a serious handicap on Canadian trade if nine dollars per day are to be charged on our goods. It is a more serious hindance now than during the past few months, for the weather is changeable, and traffic is likely to be very difficult in the near future, perhaps as bad as last fall, when as high as $1 per pound was paid for hauling over the passes. Under such conditions Canadian goods could not be moved.

There is no doubt about the foregoing, but there are rumors of a more serious character, which require confirmation before repeating them to your board. Something more definite is expected to-night, and I am writing this in order to save two days, Sunday intervening before resuming business.

It is feared that it will be necessary to ask your co-operation by wire on Monday.

I may state that the summit of the passes where the Canadian officials are stationed is the boundary line, according to the U.S. contention heretofore ; why, then, should Canada retire ?

It remains to repeat that the only way out of this difficulty is the closing of the passes. The Stickeen river will be open in a few weeks, and during the summer some means of getting into the northern country from the coast of British Columbia should be opened up. I am sorry to add that there is no reduction in the percentage of the northern trade done by Seattle, compared with the B.C. cities.

Yours faithfully,
F. ELWORTHY,
Secretary.

INDIVIDUAL CREDITS.*

By James G. Cannon.

IN discussing credit, we too frequently view it in its abstract form, and fail to consider it in its bearings upon the individual. It would, therefore, seem that a study of this phase of the subject would be productive of much interest and profit; not only to credit men, but to merchants generally, as I have yet to find that there has ever been raised a single question as to the methods to be employed in the extension of this form of credit.

The evils from which the mercantile community suffers seems to me to be due, not so much to a lack of money or capital, as to the lack of an intelligent and proper use of credit. If we can inspire a healthy public sentiment in regard to all forms of credit, it will serve greatly to facilitate needed reforms.

Credit is increased by the desire to do business, and thereby secure a profit. For example: A is well and favorably known to B as a man of strict honor and integrity. He may be a producer, but without ready money. He may be desirous of buying goods. B has the commodities and wishes to sell them; therefore B finds it agreeable to supply A's wants for a consideration of profit, upon his promise of future payment. In this way credit is brought into play, and its continuance is justified by the prompt fulfilment and faithful performance of all the duties and obligations imposed by the contract, but if too easily obtained it promotes extravagance.

The question naturally arises: Upon what basis should individual credit be granted? No inflexible rule can be laid down, but the underlying principles of this form of credit that suggest themselves to me are, character, ability, capital, and producing power.

Individual credits properly dispensed call for the exercise of diplomacy, mature judgment and eternal vigilance, and one should be especially conservative in extending liberal credits on the luxuries of life. For instance, where a customer might, without criticism, buy a five hundred dollar house-furnishing goods bill, he might very properly be refused a credit of three hundred dollars for purchases made in the dress goods department.

THE GOOD CUSTOMER MUST BE RETAINED.

The good customer, though unreasonable and unjust in his demands, must be retained. It is the man who pretends to be good and is not, who must be refused and avoided. Tact in this, as in other departments of business activity, is indispensable.

Many merchants trust out their goods indiscriminately, and sustain losses that handicap them in the payment of their obligations to the wholesale dealer, and the resultant ill effects are communicated all along the line of credit, reaching finally to the manufacturer and his creditor. Therefore, if we can build a better basis for individual credits the whole commercial edifice will be strengthened with benefit to all concerned.

Notwithstanding the fact that the granting of individual credit is one of the most delicate and important questions upon which the merchant has to pass, I believe that very few retail merchants, if called upon for an opinion as to the basis of their credits, could give a specific or intelligent answer.

The average retailer throughout the country needs education in this and kindred lines, and he should be brought to realize that it is to his interest to follow some well defined system of granting credits. He will often "size up" a man on the spot and sell him a bill of goods without even knowing the party's full name, or, relying, perhaps, on his supposed ability to judge something of his means or affairs because he is an acquaintance, he will trust him without any investigation as to his financial worth.

NON-STOCKTAKING RETAILERS.

Some retailers I find have not taken stock for years, believing it to be unnecessary, because, as they say, all they have on their shelves belongs to them. Others do not even keep books. Careful attention to details, and a thorough system of bookkeeping, are prime factors in determining a merchant's success. If he is careless in his methods he is likely to find his customers tardy in meeting their bills.

If the retail merchant would only change his method, ascertain the cost of conducting his business and the profit on his sales, keep his books in such shape as to enable him to know at all times whether he was making headway or losing ground, he would be in a position to adopt corrective measures when necessary and avoid the shoals and rocks that would otherwise bring disaster upon him.

Some good wholesome educational work seems to be in order, and where the jobber or wholesaler finds that a retailer to whom he is selling his goods has extended credit beyond prudent limits, compared with his own resources, although it be to persons of large means, he should confine him to the shortest possible terms, and force him into a system of making quick collections, for the nearer a retailer reaches a cash basis the better will be his position. If he pays cash for his goods he is not likely to sell them on any other terms, and when he does give credit, he will exercise more care in its extension.

WHOLESALERS SHOULD COUNSEL.

If the wholesale houses will give their retail customers the benefit of their wide experience, knowledge and counsel, as to the best business methods to be adopted, it will be of mutual profit and advantage. So long as retailers pay their bills with ordinary promptness the wholesaler has no occasion to interfere, but when they become slow he is compelled to look over the situation, and in nine cases out of ten retailers will plead in extenuation of their tardiness that some of their own customers owe them large bills which they are unable to collect. How needful it is, therefore, that the unknown quantities should be eliminated, and that a painstaking investigation should determine the character, financial strength and integrity of every credit risk.

Considerable strategy must be used at times to secure information touching individuals supposed to be possessed of large means, and who are so reticent about their affairs that it is not deemed prudent to ask questions. You would be surprised to learn that some of the richest and most substantial houses in the larger cities will seek for data through the instrumentality of janitors of apartments, butchers and tradespeople generally. Perhaps information thus gleaned is not always of value, but at the same time such people hear and see things of which it is important that the dispenser of individual credits should have knowledge. The question may be asked why are such methods resorted to, and the only answer that can be given is that retailers are fearful of making too many inquiries direct and driving away trade that is a source of profit to them. These practices should not be necessary, and prejudice against giving information on the part of individuals will be overcome by proper educational work, just as reluctance to give information on the part of borrowers is being removed by the requirements of signed statements.

The Reverend Charles H. Spurgeon testified: "Living beyond their means is the ruin of many of my neighbors. They can hardly afford to keep a rabbit, and must needs drive a pony and chaise."

SMALL ACCOUNTS.

Individual debts in the shape of book accounts for merchandise and for professional services are more difficult to collect than any other forms of indebtedness, because of their large number and the comparative insignificance of each single account, which renders it less likely that the details will become known to the public, and this feeling of security influences the individual seeking credit and increases the probability of his account growing beyond conservative limits. Very few retail dealers have the courage to discontinue trading

*Extracts from a paper read before the Credit Men's Association of the United States.

Results Are What Count.

What you pay is not half so important as what you get in paint.

Cheap paint is always much more expensive than the high priced, when results are considered. People are finding this out.

A good article will always make its way.

The Sherwin-Williams Paints

cost more than others, but are the most economical paints any man can use. They last longer than any other paints, and in this we include Pure Lead and Oil. They go further and have a better appearance. If you don't know this already, it's worth your while to find it out.

The . . .

Sherwin-Williams Co.

Paint and Varnish Makers

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

Walter H. Cottingham
Managing Director
Canadian Department.

W. GILBERTSON & CO.

Limited.

Ponterdawe Steel, Galvanizing and Tinplate Works

Ponterdawe, near Swansea **South Wales.**

Makers of . . .

Best Siemen's, and Best Siemen's Basic Steel, Steel Sheets. . . . .

Galvanized *patent flattened* and Corrugated Sheets: Brands are, *"Lincoln," "Comet," "Regina," "Gwyned,"* also *Tinplates and Terneplates* of all best makes. (No Bessemer quality made.)

ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, Montreal.

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

McMULLEN'S Poultry Netting

These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by

The Ontario Wire Fencing Co.

Limited,

OF PICTON, ONT.

For Sale by . . . .

The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.

And by—Hardware Jobbers throughout the Dominion.

James Cooper, Montreal, General Agent for our Railway Fencing.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

Knowles, Ham & Nott Co.

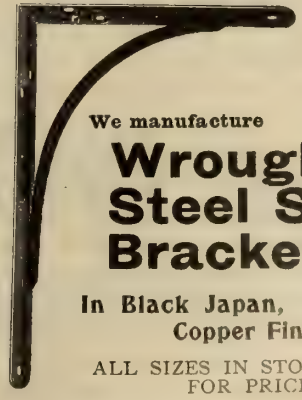
Limited.

BRANTFORD

The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and dea fairly with all having dealings with us. Send for prices and Catalogue.



We manufacture

Wrought Steel Shelf Brackets

In Black Japan, Nickel and Copper Finish.

ALL SIZES IN STOCK. SEND FOR PRICES.

H. R. IVES & CO., Montreal.

with a customer who does not pay promptly. They are seemingly unable to break off the habit of extending long credit to old patrons.

Something should be known regarding the financial resources and character of each debtor. Information respecting business men can be secured with comparative ease, but in the case of professional men, and those living on incomes, the problem is not so simple. Therefore references should be required in all cases, and they should be looked up with great care for the reason that while the first purchase may be small, the account, opened once, may increase in importance without attracting attention. If the customer is buying goods on credit from other sources, inquiry should be made as to whether his payments are satisfactory. Where real estate is owned, some specific data as to its value should be gathered. After the investigation is completed, and all the available information is at hand, a credit limit should be carefully fixed, and beyond this point the account should not be permitted to pass until it is ascertained by further research that the increased line can be safely extended.

A retail credit man should know when to say No, and should have the force of character necessary to say it; moreover, he should make the refusal in a way that will give no offense.

A well-known writer on Political Economy says: "It is difficult or impossible to always follow strictly the excellent financial maxim 'Pay as you go'; but the next best thing is 'to go and pay.'"

The custom of allowing people of means to suit their own convenience in making payments has gradually grown until it seems to me that a reform should be instituted, and they should be taught that the mere fact that they are possessors of wealth does not entitle them to exceptional privileges, to the detriment of those not so fortunately situated.

WRONGS INFLICTED BY THE RICH.

Let me relate two or three instances that came under my observation, of the wrongs inflicted by the rich upon those in more humble circumstances, who could ill afford to be deprived of the use of money justly their due.

X is a poor dressmaker living in New York, who worked for Z, a wealthy woman. Z paid X fifty dollars on account, leaving a balance of one hundred dollars due her, and shortly afterwards sailed for Europe, where she remained for six months. In the meantime, X, deprived of the one hundred dollars, was unable to meet her rent and other obligations, and suffered much humiliation and inconvenience. When Z returned from Europe she paid X without even an apology for the delay.

A, a poor seamstress, working for a dollar and a half a day, was employed by one of the leaders of New York society, whose name is associated with most of the season's great social functions and charities. In many ways she was kind to this seamstress, sometimes giving her cast-off garments; but she was thoughtlessly unkind about paying her for her services. The rich woman could not understand why this servant should demand her wages, and consequently discharged her.

M is a well-known physician in Brooklyn. He has treated a wealthy family, residing on one of the most fashionable avenues in that city; but for a year his bills remained unpaid—not even noticed. Finally he made an appeal to the lady of the house on one of his calls. "Doctor, please be patient with me," she said; "my husband has given me money for that bill three different times, but I used it for shopping, and am afraid to tell him. I will try to pay the bill, little by little, out of my allowance." Meantime the physician is worried about his own bills, because of the selfishness of this woman.

ILLUSTRATIONS.

In illustration of the way credit is sometimes extended I will give you an example: D is a retail butcher, doing a large business. E represents a family well-to-do, who dress in the latest mode, attend the theatre, drive on the boulevard and entertain lavishly. Their orders to the butcher are liberal, and they are particular about getting the best cuts and tenderest birds. Although they occasionally pay a little on account, the end of each month finds the unpaid balance increased. The butcher does not refuse to serve the family, because he fears he might lose both the money and the customer. The account continues to grow. When D's patience is finally exhausted, and he intimates that he would like to have the bill liquidated in full, E goes to another butcher, repudiates his indebtedness to D; the other butcher welcomes him as a customer, and E still keeps up style, and no doubt continues rolling up bills with other dealers.

Very often an accouut that has run for some time becomes difficult of collection merely because the debtor, whose moral sensibilities may be none too acute, feels he is asked to give something for nothing, especially when the goods bought on credit are worn out or consumed, and there is nothing in sight for the money he is expected to pay.

One should insist upon the payment of all bills in strict accordance with the terms of sale, and no necessary expense should be spared in forcing the wealthy delinquent to a settlement. He may take umbrage and withhold his patronage, but, in my judgment, accounts that require extra effort to collect are not desirable.

I would lay special emphasis upon the importance of retailers rendering their bills promptly, as such a practice will undoubtedly insure better collections, and will also have the effect of educating their customers as to proper business methods.

Extreme care should be exercised in trusting people of narrow means, dependent upon moderate salaries, that are received with a regularity that renders continuous credit unnecessary; for the mere fact that they are seeking credit, except in rare instances, is evidence that they are living beyond their means. Extravagant habits are a more prolific source of loss than dishonesty, and, of course, should be discouraged as much as possible.

PEOPLE WHO DRINK.

Credit should always be refused to those who spend their income before it is earned, and the man who drinks to excess or gambles should not be allowed to buy goods on the promise of future payment, notwithstanding family connections, and other considerations, which often play together too important a part in crediting.

Many houses will very properly insist upon guarantees, if the financial responsibility of the applicant for credit is in doubt.

Some large houses decline to enter upon their books the accounts of those who have no substantial property or real estate investments; while others are very glad to accept as customers those who hold good salaried positions. In the latter case, of course, it is well to ascertain if the customer's ability is such that he will be able to retain his place. There is no doubt that there are many instances where retail credit can safely be predicted upon a man's ability, earning capacity and honor. One can, with a comparative degree of sefety, trust an honest man of limited resources, if he is possessed of those traits of character that inspire confidence in his ultimate success. The only contingency in the case is, that he may be overtaken by some misfortune, such as sickness or loss of employment. It is a recognized fact, that people in moderate circumstances are usually more punctual in meeting their obligations than the wealthy.

In order to ascertain just where credit begins, I made some investigation among people of very limited means, and thus obtained an insight into the operations of this economical principle in its elementary stages. I found by this research that the poorer people enjoy little or no credit. As a rule they do not seek it, for the reason

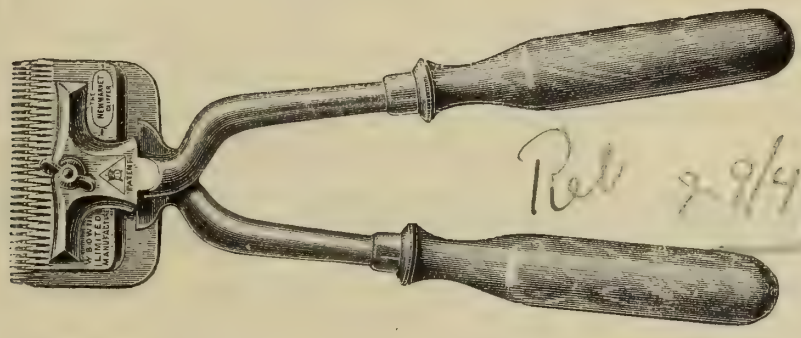
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE MERCHANTS

37 Front Street West

TORONTO

HORSE CLIPPERS



KEEN CUT PERFECTION NEWMARKET

Shipment Just to Hand.
Orders Filled Promptly.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

TORONTO

Our Prices are Right.

Graham Wire and Cut Nails are the Best.

that they know, perhaps, that their application would be refused, as the merchant always has to consider the possibility of their being out of work. When they have reached this extremity, have used all their savings, and have drawn out of the penny provident savings bank a few pennies their children may have had, their only recourse is to pawn their goods, and thus in the large cities the pawnbroker often becomes the poor man's banker. There are some poor families, however, who do secure credit in a limited way, and settle their bills weekly, or whenever their wages are received. In extending credit to the wage-earner, one must, of course, look more to his honesty than to any other qualification; and so long as he has employment, he will generally pay promptly, as he is forced to economize, and dreads running behind. The mechanic who earns from two to four dollars a day, and is steady and industrious, makes a desirable customer. His purposes are honest, and he inspires confidence. Bulwer Lytton says: "If a good face is a letter of recommendation, a good heart is a letter of credit."

(To be continued.)

THE NEW PREFERENTIAL TARIFF.

THE following are the tariff resolutions submitted to the House of Commons, on Tuesday, by the Minister of Finance, Hon. Mr. Fielding, relating to the preferential clauses:

That it is expedient to repeal section six of "The Customs Tariff, 1897," and to substitute the following section therefor:

6. The importation into Canada of any goods enumerated, described, or referred to in schedule C to this Act is prohibited; and any such goods imported shall thereby become forfeited to the Crown, and may be destroyed or otherwise dealt with as the Minister of Customs may direct; and any person importing any such prohibited goods, or causing or permitting them to be imported, shall for each offence incur a penalty not exceeding $200.

PREFERENTIAL TARIFF.

That it is expedient to provide that section 17 of the Customs tariff, 1897, shall be repealed on and after the first day of August, in the present year, 1898, and that the following section shall be substituted therefor:

17. Articles which are the growth, product, or manufacture of any of the following countries may, when imported direct into Canada from any of such countries, be entered for duty or taken out of warehouse for consumption in Canada at the reduced rate of duty provided in the British preferential tariff, set forth in schedule D to this Act.

(a) The United Kingdom of Great Britain and Ireland.

(b) The British colony of Bermuda.

(c) The British colonies commonly called the British West Indies, including the following:

The Bahamas, Jamaica, Turk's Island, and the Caicos Islands, the Leeward Islands (Antigua, St. Christopher-Nevis, Dominica, Montserrat, and the Virgin Islands), the Windward Islands (Grenada, St. Vincent, and St. Lucia), Barbadoes, Trinidad, and Tobago, British Guiana.

(d) Any other British colony or possession the Customs tariff of which, on the whole, is as favorable to Canada as the British preferential tariff herein referred to is to such colony or possession. Provided, however, that manufactured articles to be admitted under such preferential tariff shall be bona fide the manufactures of a country or countries entitled to the benefits of such tariff, and that such benefits shall not extend to the importation of articles into the production of which there has not entered a substantial portion of the labor of such countries. Any question that may arise as to any article being entitled to such benefits shall be decided by the Minister of Customs, whose decision shall be final.

2. The Minister of Customs, with the approval of the Governor-in-Council, shall determine what British colonies or possessions shall be entitled to the benefits of the preferential tariff under clause D of this section.

3. The Minister of Customs may, with the approval of the Governor-in-Council, make such regulations as may be deemed necessary for carrying out the intention of this section.

That it is expedient to provide that schedule D to "The Customs Tariff, 1897," shall be repealed on and after the 1st day of August, in the present year, 1898, and that the following schedule shall be substituted therefor:

Schedule D, British Preferential Tariff — On articles the growth, produce or manufacture of the United Kingdom of Great Britain and Ireland, or of any British colony or possession entitled to the benefits of this preferential tariff under section 17, the duties mentioned in schedule A shall be reduced as follows: The reduction shall be one-fourth of the duty mentioned in schedule A, and the duties to be levied, collected and paid shall be three-fourths of the duty mentioned in schedule A.

Provided, however, that this reduction shall not apply to any of the following articles, and that such articles shall in all cases be subject to the duties mentioned in schedule A, viz.: Wines, malt liquors, spirits, spirituous liquors, liquid medicines, and articles containing alcohol; tobacco, cigars and cigarettes.

Provided, further, that the reduction shall only apply to refined sugar when evidence satisfactory to the Minister of Customs is furnished that such refined sugar has been manufactured wholly from raw sugar produced in British colonies or possessions.

BOKER'S SCISSORS AND SHEARS.

A circular letter has been sent to the trade in Canada by Messrs. R. Heinisch's Sons Co., Newark, in connection with the lawsuit about their trade name against Messrs. H. Boker & Co., of New York.

The agents of Henry Boker and H. Boker & Co. have received several enquiries from their customers in regard to this circular, and feel called upon to state that Henry Boker and H. Boker & Co.'s scissors and shears sold in Canada are in no way connected with the above mentioned firm.

AN INCREASED TRADE.

Mr. F. H. Date, of Berry Brothers, Limited, varnish manufacturers, Detroit, Michigan, is in Montreal this week on a business tour. Mr. Date speaks favorably of Canadian trade, and says that it has increased materially over that of last year. Berry Brothers have appointed Amiot, Lecours & Lariviere agents for Montreal district, to handle their goods.

PATENTS PROMPTLY SECURED

GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for free advice. MARION & MARION, Experts, Temple Building, Montreal.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO
Limited
HAMILTON, ONT.

W. C. CRAWFORD
Tilbury, Ont.

Manufacturer of all kinds of

WOODEN HANDLES

Including
AXE, FORK, RAKE, HOE, SHOVEL, SLEDGE, PICK, HAMMER, PEVIE, ETC.

We also make Tapered Pike Poles, Doubletrees, Neckyokes, Whiffletrees, etc.

We thoroughly season all our material in Hot Blast Kilns, constructed especially for drying hardwood, therefore our goods remain straight. OUR CUSTOMERS ARE NOT OBLIGED TO PAY FREIGHT ON WATER. We grade high, finish perfectly, pack neatly and guarantee our goods to be second to none.

Write for Price Lists and Discounts.

ISLAND CITY
Paint and
Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

Japan and Varnish Makers to Jobbers and Large Corporations

THE CANADA PAINT COMPANY, LIMITED

The Leader, "WHITE CROSS" Permanent White

The only perfect Roof Paint, **Diamond Graphite**

The Varnish which LASTS "Amberite"

MONTREAL TORONTO VICTORIA

A NEW GAS STOVE.

VERY much is heard of the wonderful progress of electricity, of its adaption to lighting in many ways, or to the propulsion of many classes of vehicles. Great hopes are entertained of what it will do in regard to heating,

In the meantime, gas, the great rival of electricity for both lighting and heating purposes, is finding increased favor, at least, for the latter purpose.

This is largely due to the improvement and simplification in the articles necessary for its use.

A good illustration of such simplification is furnished in the new gas range placed on the market this year by the Gurney Foundry Co., Limited, Toronto, an illustration of which will be seen in the advertisement of that firm on another page of this issue.

It will be seen by this illustration that the range is a two-oven one, containing a pastry oven and a roasting oven. The burners of this range, as in all such ranges, are placed in the lower oven.

In the past the difficulty has been experienced that, as the slots of the burners pointed downwards, the top oven heated very slowly, thus proving expensive for pastry working.

By a new device, the burners in the new range can be reversed, so as to turn the gas slots either up or down. By turning them up, the top oven can be heated in about one-half the time formerly necessary, and can be kept heated by one burner where two were necessary under the old system.

In every other respect the new stove is thoroughly up-to-date. The body of the stove is lined with asbestos cardboard, the ovens are enamelled both outside and inside, and the valves are the quick-opening, needle-pointed variety. The burner tubes are all one piece, of special pattern, and are guaranteed smooth inside, and are subjected to a 15-lb. pressure to insure them from leakage. The oven racks and dripping pans can be moved to four places in the top oven and six places in the bottom. The top is amply large enough for holding pots, pans, etc.

The range is furnished with either slotted, drilled or sawed burner, though the first mentioned is the most satisfactory of the three.

A PLUMBERS' SUPPLY MEETING.

There is to be an important gathering in Montreal on the 15th and 16th of the month for the formation of a Dominion association of dealers and manufacturers in plumbers' supplies. A full attendance is promised at this meeting, and it is expected that the desired association will result from it.

A lot of matters, it is understood, constantly require uniform action, and it is hoped that the proposed association will supply the desired machinery.

NICKEL STEEL FOR STAYBOLTS.

Railroad Gazette, March 18, has an editorial in which attention is called to the growing favor which nickel steel is finding at the hands of railroad engineers. The ability of nickel steel to withstand alternating stresses makes it appear desirable to try it in places where much damage results through defects from service strains not visible on the surface. Thus the staybolt for locomotive boilers is something which cannot be too good, and it is stated that a western road is now experimenting with nickel steel for this purpose. Experiments made by this road on the material before service trials showed that the carbon was low, manganese high, being nearly 1 per cent. and nickel 3-7 per cent. It broke at 86,930 pounds per square inch, the elastic limit being 61,900 pounds; the elongation was low, however, being only 19.2 per cent. Vibrating tests were made with this material, a load of 1,000 pounds being kept on the bar, while its free end was made to vibrate at the rate of 500 strokes per minute of ⅛ inch amplitude. The average vibration of two specimens was 255,828, which is claimed to be three times as much as the best material heretofore available would stand. There are many points yet to be settled before nickel steel can be recommended for this purpose, but there seems to be every reason why trials should develop its utility for making the staybolt for locomotive boilers.

PAINT MAN JOINS THE BENEDICTS

Bob Misson, of Port Hope, one of the popular representatives of the Sherwin-Williams Co., was married on Thursday last at his home, in Port Hope.

The young couple received many handsome presents, among which were a solid silver berry dish and spoon from the Sherwin-Williams Co.; a handsome onyx clock and pair of onyx candlesticks to match, from his fellow-representatives of the Canadian department of the Sherwin-Williams Co.; also a handsome bronze lamp from Mr. W. H. Cottingham, managing director of the Sherwin-Williams Co.

Bob deserves his good fortune, and is held in high esteem, not only by his employers and fellow-workers, but also by his numerous friends and customers. HARDWARE AND METAL wishes him abundant happiness and success.

THE NICKEL STEEL COMPANY.

The Private Bills Committee of the Commons had under consideration, on Thursday, the mining bill to incorporate the Nickel Steel Company of Canada. The proposed incorporators are Alex. Fraser and D. MacLaren, Ottawa; F. F. V. Vandervoort, Pittsburg; G. A. Cox, Toronto; N. Dyment, Barrie; Alex. MacLaren, Buckingham; Andrew Trow Ward, John Moodie, John Patterson, Hamilton; John MacLaren, Brockville; G. B. Douglas, New York.

The capital of the company is $20,000,000, and its object is to erect smelting works and carry on the various processes of reduction of nickel ore found in such large quantities in Canada. Some of the clauses were held over for further consideration, but the main features of the bill were endorsed. Power to acquire stock in other companies was withheld for the present. The company will have power to acquire mines and operate them, to construct tramways and telegraphs and acquire vessels for navigation, etc. The head office will be at Hamilton. The power asked to construct a railway from the mines and furnaces of the company to existing railways was held over.

KOOTENAY ORE SHIPMENTS.

The ore shipments for South Kootenay, up to March 26, amounted to 27,227 tons, valued at $2,718,570. The shipments for the week ending that date amounted to 2,051 tons, divided among the several mines as follows: Hall mines' smelter, matte, 19 tons; Le Roi, Rossland, 1,380 tons; Payne, Slocan, 240 tons; Queen Bess, 52 tons; Idaho, Slocan, 260 tons; Iron Mask, 80 tons; Vancouver Mining Co., 20 tons.

A STRONG HARDWAREMAN.

Mr. Herbert Morton, with Wood, Vallance & Co., of Hamilton, has returned from Ashville, North Carolina, very much improved in health. He declares he can swing a keg of nails, or hold a bladder of putty out at arm's length with the next man.

A SATISFIED HARDWAREMAN.

On April 12, 1897, Mr. W. Black bought out E. Kilmer, general hardware merchant, Durham, Ont. The first year of business has been so gratifying that Mr. Black is satisfied with Durham as a hardware town.

BUSINESS GOOD IN BRANTFORD.

Mr. Frank Bishop, of the firm of Bishop & Son, Brantford, called upon his old friend Mr. W. M. Evans, of the Canada Paint Co., Wednesday. Mr. Bishop says the demand for wire and building material is unprecedented, and the near approach of Easter has cleaned them out of bicycles.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale

GALT EDGE TOOL AND CARRIAGE SPRING WORKS

GALT, CANADA.

Manufacturers of high grade

CHOPPING AXES	ADZES	HAMMERS
BROAD AXES	CHISELS	SLEDGES
BENCH AXES	DRAW KNIVES	PICKS
HATCHETS	COOPERS' TOOLS	MATTOCKS
	MINERS' TOOLS	

KLONDYKE orders are receiving special attention, and our representative is already on his way to the Pacific Coast.

JAMES WARNOCK & COMPANY. - - **F. H. Hayhurst, Manager.**

A Little Talk With You

About Bicycle Tires.

You have seen a $25 wheel, maybe ?

What kind of tires did it have ?

Cheap, $4-a-pair kind, weren't they ?

Not Dunlops ?

With cheap saddles, old-fashioned gearing, no adjustable handle-bar ?

Did the man tell you that you could have Dunlop tires free of extra charge ?

What, no ?

Yet Dunlop tires are the most important part of a good bicycle.

And if the tires are not right, what reliance can you place on the invisible parts of the wheel ?

What about those parts you cannot see without taking it apart ?

Guess you will find the cones and bearings of rather soft steel.

Dunlop tires on a wheel are evidence that the maker of that wheel did his mighty best to make a good wheel regardless of the little differences in cost.

When you buy a bicycle consider this point.

Do you think it will pay you to buy a cheap bicycle as an experiment ?

Or do you want a wheel to ride all season ? Then buy a Dunlop-tired mount.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 7, 1898.

HARDWARE.

THE general hardware market has continued quite brisk, the large volume of orders from Manitoba, the Northwest, and the Pacific Coast keeping up. This has been supplemented this week by an improved volume of orders from the province of Quebec and the maritime provinces, so that altogether hardware jobbers are having a very busy time of it. In fact, it has been a banner month of March with nearly everyone, and the indications appear to be equally favorable for April, as there are a lot of orders in hand for that month, and they keep coming in steadily. No changes of importance are to note in values up to this writing, but the makers of screws, rivets, bolts, nuts, etc., are meeting this week. So far, no alteration has been announced, and, as a matter of fact, none seems to be expected.

BARB WIRE — Business rules quiet and prices are unchanged at $2 f.o.b. Montreal.

PLAIN WIRE—There is a fair enquiry for plain fencing wire, and demand for forward delivery, also, is quite active. Discounts are 40 per cent. on oiled and annealed, and annealed and 35 per cent. on galvanized wire, with the usual terms.

WIRE NAILS—There is a fair enquiry for wire nails, and prices are unchanged, on the basis of $1.90 f.o.b. Montreal, with 5c. per keg allowance on carload lots.

CUT NAILS—The makers are holding their quarterly meeting this week, but there is no change yet announced, and none is expected. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London, with 10c. per keg allowance to regular traders.

HORSE NAILS — No change has been announced in these yet, and while the makers are holding their quarterly meeting this week none is expected. Discounts are 50 per cent.

HORSESHOES—Continue quiet, and prices are unchanged as yet. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos.0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—The makers of these are meeting this week, but no change has, as yet, been announced in discounts. We quote: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.

BOLTS—The same remarks apply to these, demand being fair. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS—There is a fair enquiry for these, and no change is anticipated from the makers' meeting being held this week. Discounts are: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

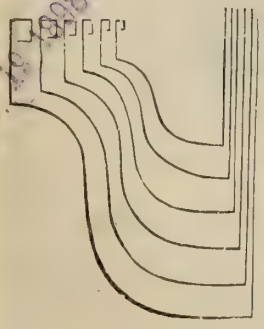
BRASS AND COPPER WIRE—Unchanged,

Eavetroughs

8-FOOT LENGTHS.

Made of...
NEW GALVANIZED IRON,

8, 10, 12 and 15 INCH GIRTHS.



THREE STYLES—
O.G. PATTERN, with **square bead** on inside.
O.G. PATTERN, with **round bead** on outside.
HALF-ROUND PATTERN, with **round bead** on outside.

LOWEST MARKET PRICES.

Eavetrough Spikes.
Eavetrough Hangers
For Half-Round Trough.
Conductor Pipes, Elbows, etc.

Milk Cans Made Up, and *Milk Can Trimmings*

BROAD HOOP PATTERN
AND
IRON CLAD.

Tinned Iron Sheets,
for Milk Can Bodies and Cheese Vats, in all sizes, kept in stock.

Creamery Can Trimmings
TAPS, ETC.
Railroad Can Trimmings.

If you want goods quick, order from McClary.

The McClary Manufacturing Company

London, Toronto, Montreal, Winnipeg and Vancouver.

VANDERGRIFT
APOLLO
IRON&STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

The most workable iron.
The most perfect iron.
The most uniform iron.
Every sheet guaranteed. Return to your jobber at his expense for the smallest defect.
You are more than welcome.
Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, **MONTREAL**

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

with a fair enquiry at 20c. up to 16 gauge on brass and 10 gauge on copper.

FILES—Without change. We quote as follows: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—With a moderate enquiry, prices are steadily held.

FREEZERS—Nearly all the orders coming in request shipments of the smaller standard sizes of these machines.

SPADES AND SHOVELS—Discounts are 40 to 40 and 10, with a fair enquiry.

TOOLS — Carpenters' tools constitute a portion of every order that goes out, especially from the Northwest, and harvest implements are enquired for.

CUTLERY — Manitoba, Northwest and Pacific Coast demand contributes the great bulk of the movement in these. The enquiry is for all sorts, but largely for hunting knives, etc.

SPORTING GOODS —Rifles and firearms of all sorts and ammunition continue in brisk request.

SHOT—Orders for this line continue numerous. We quote: 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

BUILDING PAPER— Continues quiet with prices steady. We quote: 25c. for plain, 35c. for tarred lining, and $1.30 to $1.45 for roofing paper.

HINGES —As last reported with active enquiry, especially for strap hinges, well maintained.

CORDAGE—Enquiry continues brisk and prices on sisal are stiffer this week, but manilla is unchanged. We quote as follows: Sisal, 7-16 and upward, 7¼c.; ⅜, 7¾c.; 5-16 and ¼, 8¼c., and 3-16, 8¾c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

BINDER TWINE — The position of this article is nominal.

GREEN WIRE CLOTH—A quiet demand is noted for this article, and it has a tendency to expand.

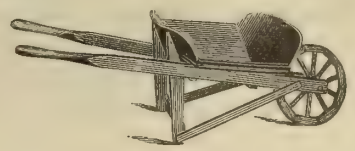
CEMENT—There has been no change in the cement market, the improved demand noted a week ago being fully maintained. Indeed, a scarcity of some of the best known brands is predicted before fresh supplies arrive. We quote: English, $2.10 to $2.20, and Belgian $1.85 to $2.

FIREBRICKS — A good steady trade has been noted in firebricks, and prices are unchanged at $16 to $21 per 1,000, as to brand.

METALS.

An improved business is noted in heavy iron and metals since the opening of the present week, and prices all round exhibit a firm tendency.

Wheelbarrows.. ALL KINDS.



Send post card and get copy of New Catalogue.

Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

Abbott & Co.
FACTORIES
...*MONTREAL*
CUT NAILS
Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Pig Iron—There has been no change in pig iron, and prices are steady. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50; Buffalo, $16.

Bar Iron—Continues quiet, buyers only operating sparingly. We quote $1.40 to $1.50.

Band Iron—Enquiry fair and prices steady, on the basis of $1.75.

Hoop Iron—The firm feeling noted last week is continued and a fair demand is noted at $2.10.

Sheet Iron—Business for prompt and forward shipment has been good, particularly the latter. We quote: $2.15 on 10 to 16 gauge; $1.90 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

Sheet Steel—There is a fair enquiry here and jobbers are better prepared to handle orders. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

Lead Pipe—Demand good and prices steady at 7½c. for composition waste and 7c. for lead pipe; discounts, 27½ per cent.

Galvanized Iron—There has been an active business passing both for prompt and forward delivery. Prices are unchanged on staple marks. We quote: Queen's Head, No. 28, $4.10 to $4.25, and Comet brand, $3.75.

Tinned Iron—Steady and unchanged, at 5½c. for 6 x 30., No. 24.

Pig Lead—There is no abatement in the firm disposition of this metal, which we quote $3.75.

Ingot Tin—Maintained at 16½c. with a fair enquiry.

Ingot Copper—Unchanged at 13 to 13½c.

Sheet Copper—Dull but steady at 16 to 17c. for sheathing, and 16½ to 16¾c. for roofing.

Canada Plates—Demand for this white metal was quite active at $2.10 to $2.15.

Tin Plate—In addition to an improved demand from stock, importers note a good movement on import account both for coke and charcoal. We quote as follows: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I.X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80; Bradley's $2.50.

Terne Plate—Fair enquiry and steady, at $5.75 to $6.

Coil Chain—As last reported. We quote: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

Sheet Zinc—Jobbers were again in the market this week for supplies, and prices are firmly held at 5½ to 5¾c., as to quantity.

Solder—Frm, as last noted, at 11 to 11½c.

Spelter—The firmness already noted is retained, and we quote prices stiff at $5.

Iron Pipe—In fair enquiry and steady. We quote: Black pipe, ¼-inch, $2; ⅜-inch, $2; ½-inch, $2.25; ¾-inch, $2.75; 1-inch, $4.85; 1¼-inch, $5; 1½-inch, $6.40; 2-inch, $9; and 2½-inch, $13.60. Galvanized pipe, ½-inch, $4.25; ¾-inch, $5.25; 1-inch, $7.25; 1¼-inch, $10; 1½-inch, $14; and 2-inch, $19 per 100 feet.

Sanitary Ware—Continues steady as last reported.

GLASS.

There has been a brisk demand for glass, and, though no change is yet noted, values are quite firmly held. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The season is now near at hand, and orders are already commencing to trickle in for forward shipment. Prices all round are steady, and, if anything, the tendency is firmer. This is especially the case in white lead, linseed oil, zinc, etc. No further change has been reported in turpentine, while Paris green rules very firm in tone.

White Lead—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

Dry White Lead—$4.50 in casks; kegs, $4.75.

Red Lead—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

White Zinc Paint—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

Putty—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

Linseed Oil—Raw, 47c.; boiled, 50c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

Turpentine—One to five barrels, 52c.; the same terms as linseed oil.

Paris Green—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

Mixed Paints—Steady; $1 to $1.20 per gallon.

Castor Oil—9 to 9½c. in cases, and 8½ to 9c. in barrels.

Seal Oil—45 to 50c.

Cod Oil—In demand and firmly held. at 32½ to 37½c.

Naval Stores—There has been no change in these. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Are unchanged. We quote: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9c. for No. 1, 8c. for No. 2, and 7 for No. 3.

ASHES.

There has been little change in the market. We quote: $3.50 to $3.60 for first pots, and $3.25 to $3.30 for seconds, with pearls $4.75 to $4.85 per 100 lbs.

COAL.

Quiet and unchanged. Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60,

PETROLEUM.

The petroleum market is stiff at the advance recently noted. We quote as follows: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

The screw, bolt, rivet and other makers are holding their quarterly meetings this week.

The scarcity of sheet zinc in certain sizes is still a feature of this market, and prices are firm in consequence.

The recent advance in petroleum has been fully sustained, demand being more than usually active for the season.

Stocks of cement are said to be diminishing faster than expected, and it is likely there will be a scarcity of certain brands before fresh supplies arrive.

ONTARIO MARKETS.

Toronto, April 7, 1898.

HARDWARE.

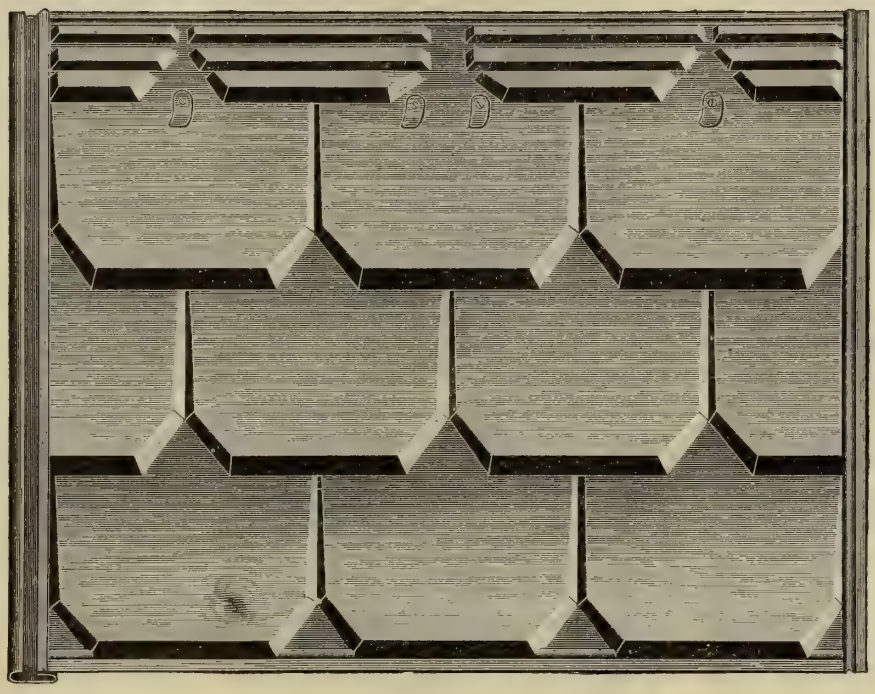
THE volume of business is perhaps not as heavy as it was a week ago, but trade is nevertheless still brisk. City trade appears to be a little more active than it was a week ago. Wire nails are still meeting with a good demand, and cut nails are, if anything, selling a little better than they were a week ago. Tinware is active, and a steady business is reported in enamelled ware. Jobbers are still experiencing difficulty in securing supplies of spades and shovels. The demand is also good for harvest tools. During the past week quite a number of shipments of building paper have been made. About the only change in prices is an advance in copper rivets. Gas stoves are going out freely, and oil stoves are beginning to move. Ice cream freezers are beginning to be called for.

ROOFS COVERED

with our

EASTLAKE STEEL SHINGLES

Last Indefinitely.



For 14 years these shingles have stood the test of Canadian weather, giving the very best, economical satisfaction.

Their special, patent side lock, only found on Eastlakes, makes them easy and quick to lay, and allows for all contraction or expansion of the metal, while the embossing provides ventilation and prevents corrosion on the under side of the metal.

Eastlakes are either Galvanized or Painted, and can be applied by any handy man, a pair of snips and a hammer being the only tools needed.

Keep them in stock, their advantages will be appreciated by your customers.

CATALOGUE AND PRICE LIST ON APPLICATION.

METALLIC ROOFING CO., Limited

1179 King West — TORONTO

Barb Wire — There is not a great deal being done. We still quote: $1.80 f.o.b. Cleveland, and $2 from stock. Terms, 30 days or 2 per cent. 10 days.

Ordinary Fence Wire—Shipments are still going forward. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

Plain Wire, Etc. — The demand for coppered spring wire, coppered steel, and tinners' wire continues fair.

Wire Nails—The situation is much as before, with the demand good. The idea as to price is still $1.90 Toronto for 10 keg lots and $2 for lesser quantities.

Cut Nails — Trade in these has improved a little during the past week. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

Horse Nails—Business is quiet. Discount, 50 per cent.

Horseshoes—The improvement in the demand noted last week has been maintained. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

Screws — A good steady trade is still to be noted. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

Bolts — Stove, tire and carriage bolts continue in good demand Discounts are as follows: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

Rivets and Burrs—Copper rivets are dearer, the discounts having been reduced. Trade generally is fairly good. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

Rope — The improved demand noted last week has been maintained. We quote as follows: Sisal, 7-16 in. and larger, 7 to 7¼c.; ⅜ in., 7½ to 7¾c.; ¼ and 5-16 in., 8 to 8¼c.; 3-16 in., 8½ to 8¾c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

Churns—Trade continues good. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

Clothes Wringers — Business again shows slight improvement. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

Belting—Is only moving slowly. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

Hinges—Are only moving out in fair quantities. We quote as follows: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

Green Wire Cloth—Quiet. We quote $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

Poultry Netting—Quiet a number of orders have been forwarded, and business generally in this line is fairly satisfactory.

Spades and Shovels—Jobbers are still finding it difficult to fill orders, although the manufacturers are working overtime. Discounts, 45 and 2½ per cent.

Harvest Tools—Some difficulty is being experienced in securing enough steel rakes to fill orders, but otherwise, little or no difficulty is now being experienced in supplying the demand for harvest tools.

Garden Hose — Quiet. We quote as follows: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

Building Paper— Quite a number of shipments were made this week, but new orders are not as large as they were. We quote as follows: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

Cement—Business is brisk, with trade centreing largely in Canadian cements. Prices are unchanged. We quote in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

Tin plate and galvanized iron are in good demand. Ingot tin is selling a little better than it was. In Canada plates, business is largely confined to import orders. Solder is easier. Iron pipe is lower.

Pig Iron — The market is quiet and steady.

Bar Iron—Quiet. We quote base price $1.50 to $1.60 from stock and $1.40 to $1.45 from factory.

Hoop and Band Iron—Trade has been a little better, with prices firm. We quote Band iron, $1.85 for Canadian and $2 for imported; hoop iron, $2.

Sheet Steel—Trade is steady, but without any special feature. We quote: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

Black Iron — Continues to meet with a steady demand. We quote as follows: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

Galvanized Iron—Orders are coming in freely. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

Pig Lead—Business is slow at 3¾ to 4c.; domestic, 3⅜ to 3½c.

Ingot Tin—Trade is a little better, although not many large shipments are reported. The outside markets are firm.

Ingot Copper—Business is slow, with the market ruling firm as to price. We quote 12½ to 13c.

Sheathing Copper, Etc.—There is a fair demand for braziers' and roofing copper, but outside these there is not much doing. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb. according to gauge.

Iron Pipe — Prices are lower and business quiet. We quote as follows: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.70 to $1.87½; ½ inch, $2.10 to $2.20; ¾ inch, $2.55 to $2.65; 1 inch, $3.45 to $3.65; 1¼ inch, $4.65 to $4.75; 1½ inch, $5.80 to $6.20; 2 inch, $8 to $8.63. Galvanized, ½ inch, $3.50; ¾ inch, $4.25; 1 inch, $3.50; 1¼ inch, $8.10; 1½ inch, $10; 2 inch, $14.

Soil Pipe—Scarcely anything doing; discount of 60, 10 and 5 per cent.

Range Boilers — The demand is a little better. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40

gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES -- Business is mainly confined to import orders which are being booked at about quotations. We quote : Half-polished, 52-sheet boxes, $2.35 ; ditto, 60-sheet boxes, $2.40 ; dull, 75-sheet boxes, $2.50 ; ditto, "Alaska," $3.

TIN PLATES—Both cokes and charcoal have been moving rather freely. At the same time, orders have not been large. We quote : Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25 ; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—Trade is good and stocks about completed. We quote : 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities ; cut to size,, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—The demand is a little better this week. We quote : I C, $6 to $6.75 ; I X, $7.50.

COIL CHAIN—Trade, while not quite as active as it was a week ago, is better than it was prior to that. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 ; 7-16 in., $3.15 ; ½ in., $3.10 ; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Prices unchanged at the recent advance. We quote : 5½c. for cask lots, and 5¾c. for small quantities.

SOLDER—Although quotations have not been changed, prices are stronger, in sympathy with the increased cost of raw material. We quote : Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Business is only in small lots. We quote : Cookson's 8¾ to 9c. ; other makes, 8¼ to 8½c.

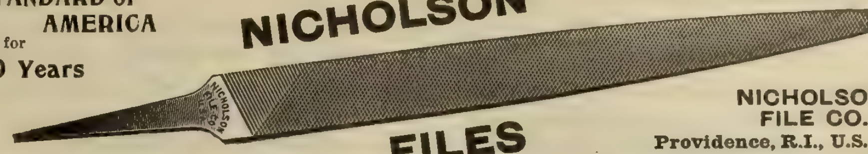
GLASS.

Business is moderate, orders for stock coming in fairly well. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75 ; double diamond, under 25 united inches, $4, Toronto, Hamilton and London ; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Trade is good in all materials under this heading. Prices are unchanged, though in case of competition a slightly higher figure may be expected. We quote : Agricultural scrap, 45c. per cwt. ; machinery cast, 52½c. per cwt. ; stove cast scrap, 30c. ; No 1 wrought scrap, 40 to 50c. per 100 lbs. ; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c. ; heavy copper, 8 to 8½c. ; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 6¾c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c ; scrap rubber, 3½ to 3¾c.;

STANDARD of AMERICA for 30 Years



NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

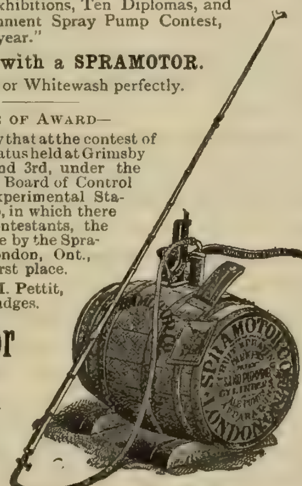
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

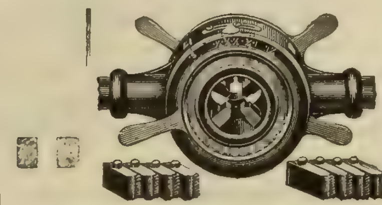
You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co, London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

THE DUPLEX ADJUSTABLE DIE STOCKS



They thread pipe and bolts better and easier than any others. Send for a circular and particulars.

THE HART MFG. CO.
21 Wood St. *Cleveland, O., U.S.A.*

For sale by—

Rice Lewis & Son	Toronto, Ont.
A. R. Williams Machinery Co.	Toronto and Montreal.
Thomas Robertson & Co.	Montreal, P.Q.
Jenckes Machine Co.	Sherbrooke, P.Q.
C. Mackenzie, Milne & Co.	Sarnia, Ont.
Wood, Vallance & Co.	Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey	Victoria, B.C.
Hickman-Tye Hardware Co.	Victoria, B.C.
E. G. Prior & Co.	Victoria, B.C.
Oil Well Supply Co.	Petrolia, Ont.
Robb Engineering Co.	Amherst, N.S.
Frothingham & Workman	Montreal, P.Q.

R. C. LeVESCONTE
Barrister, Solicitor, Notary, Etc.
THE McKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

Not a Substitute

but superior to lath and plaster, will not crack and fall off, absolutely fire-proof, handsome in appearance. Send for our beautiful catalogues showing three hundred designs ; free for the asking. Estimates furnished on receipt of plans.

The ...
PEDLAR METAL ROOFING CO.
Oshawa, Ont.

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of 10 cents

HARDWARE AND METAL, Toronto

good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

PAINTS AND OILS.

Trade is brisk this week in white lead, red lead, liquid paints and painters' supplies generally. As we anticipated, Paris green is beginning to move nicely, specifications coming in from all quarters. A feature of the market this week is the low stocks of turpentine held by jobbers. A great demand set in when prices were lowered, resulting in almost a scarcity. Stocks of castor oil are also low. Cod oil is firm. Varnishes, especially the higher grades, have been moving unusually freely this week. We quote as follows :

WHITE LEAD—Ex Toronto, pure white ead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 60c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 14½c.; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 52c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

SEEDS.

The cold weather of the past week has retarded jobbing trade, and as it has improved the roads somewhat, the offerings are large, the consequence being that the market is dull and prices weak. Jobbers are buying red clover at $2.75 to $3.25. For timothy $1 to $1.50 is paid, with 50c. extra for occasional choice lots. Alsike is quoted all the way from $2 to $4.50, as the quality varies greatly.

HIDES, SKINS AND WOOL.

HIDES—There is nothing doing. Stocks are accummulating, the consequence being that a decline of ½c. is noted this week, and a further decline next week is anticipated. We quote : No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c.

CALFSKINS—We quote as follows : No. 1 veal, 8 lbs. and up, 10c. per lb.; No. 2, 8c.; Dekins, from 30 to 35c. ; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. We quote at $1.15 to $1.25.

WOOL—There is a quiet, steady trade, with pulled wools quoted at 20 to 20½c.

COAL.

Business is quiet, with prices unaltered. Anthracite is quoted at Buffalo and bridges : Grate, $4.24; egg, stove and nut, $4.46, net tons.

PETROLEUM.

Business is quiet, with prices unchanged. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Iron pipe is lower.

The discount on copper rivets has been reduced.

The Montreal Hardware Mfg. Co., Limited, Montreal, have obtained a charter of incorporation.

The effects of the estate of the Toronto Junction Foundry Co., Limited, Toronto Junction, Ont., have been sold.

R. Fair, hardware merchant, Queen street east, Toronto, has had his store lighted throughout with electric lights.

Thomas Hoar, hardware, Toronto Junction, has been awarded the contract for supplying the corporation of his town with nails.

PRICE OF WHITE LEAD RETAINED.

The feature of the week has been the issue of price lists of white lead for the new quarter. The figures are almost exactly a repetition of the prices issued in January, so, that unless war should intervene and drive up the price of lead, buyers may expect to cover their wants up to July 1 at spring prices.

A PROGRESSIVE N.S. FIRM.

HARDWARE AND METAL'S representative was in Kentville, N.S., last week, and while there called on T. P. Calkin & Co. The personnel of this firm is T. P. Calkin and W. W. Rockwell, both young energetic business men. They occupy extensive premises on the corner of Webster and Cornwallis streets, in Kentville, and also have a large branch store in Middleton, N.S. They carry a complete line of shelf and heavy hardware ; also stoves, ranges and kitchen furnishings. They are prepared to contract for any job in plumbing, hot water, furnace or sheet metal work, and keep a staff of workmen busy in this department. They are also proprietors of the Nova Scotia Carriage Co., where they keep about 30 men employed, and turn out 500 vehicles during the season. They are capturing the trade of the province for first-class carriages, and received a medal and diploma at the exhibition held at Halifax last fall, when competition was open to all Canadian manufacturers.

They report business good, and were courteous enough to say that HARDWARE AND METAL is the best trade journal they get, for which they subscribe and receive at both their establishments.

CATALOGUES, BOOKLETS, ETC.

A book, which should be in the hands of every merchant dealing in registers and ventilators, has been issued by the Ferro-Steel Co., Cleveland, Ohio, entitled the "Blue Book for the Register Trade." It contains a most comprehensive list of all makes, sizes and patterns, with excellent half tone and colored illustrations of registers made by this firm. The illustrations of registers, electro-plated, in either bronze, Japanese brown, nickel or blue, are especially noteworthy.

MR. VAN TUYL, OF PETROLIA.

Mr. J. H. Van Tuyl, of Van Tuyl & Fairbank, hardware merchants, etc., Petrolia, was in Toronto on Wednesday accompanied by his bookkeeper. The special object of his visit was a law suit which he had against a contractor, but which, however, was settled before going to court.

"Business is flourishing in oil-well supplies," said Mr. Van Tuyl.

Van Tuyl & Fairbank, it might be mentioned, are credited with being the largest dealers in iron pipe in Canada.

The Mechanics Star File Manufacturing Co.,

LEVIS, QUEBEC.

Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

Bertram, Wilson & Co.

Ontario Agents for

RAMBLER, $70.00
IDEAL 50.00
PELHAM 40.00

BICYCLES...

Iron, Steel, and Heavy Hardware
Lumbering, Mining, Railroad Supplies

Rope, Chain, Peaveys, Pike Poles,
Axes, Saws, and Files . . . . . .

53 Yonge Street - TORONTO

AMERICAN STEEL ON THE CLYDE.

THE sensational incident in the iron market this week, says The Glasgow Herald, has been the reputed sale of a quantity of American steel ship plates for consumption on the Clyde. It is beyond question that some American plates have been sold for delivery here, and that more have been offered at a trifle under the current price of local makers. How far this may be "bluff" and how far genuine business can hardly be judged at this moment, but, in view of the experience of last year, there is no reason to doubt its genuineness. Our imports, not only of American pig iron, but also of American steel billets, in 1897, were considerable and mark the beginning of a new era in the iron and steel trade. It is possible enough that the extent of these imports has been exaggerated for market purposes. It has been the current gossip of the trade that 100,000 tons of American pigs were imported into Liverpool last year, but, as a matter of fact, according to the board of trade returns, our entire imports of unmanufactured iron (including bars, bolts and angles) were only 68,139 tons, and of unwrought steel 39,988 tons. Nevertheless, American pigs and unwrought steel continue to come to us—pigs alone at the rate of from 8,000 to 9,000 tons per month since the year opened. Now, it is known that the production of American pig iron has been enormously increased and will this year exceed in magnitude all previous records. It is also known or stated that the requirements of America for finished iron and steel will this year be beyond precedent and quite equal to the absorption of her enormous output of pig iron. At the present moment we seem to be at the dividing of the ways.

The consumption of pigs in the States has not yet overtaken the supply, and the production of finished material is still ahead of the demand. This would explain the exports of both crude and finished material to Great Britain at this juncture without being indicative of anything revolutionary in the trade. Men of experience in the iron trade are, however, of opinion that American iron has come to stay, and will continue to come to us in one form or other according to the circumstances of the moment—one of which, of course, will always be freights. It may be taken for granted that in present conditions of production here American pigs cannot be brought across to compete with Scotch or English pigs except when conveyed at a nominal ballast freight. Yet, there is nothing to prevent the shipment of American pigs in the ordinary way of business to other countries heretofore accustomed to get their supplies of pig iron from us.

However we may look at it, America is now permanently in the international market as a competitor for the supply of iron and steel. But this is not so alarming at present as it might be at another time. A moment's thought will show that we are entering on an era of consumption of iron and steel far beyond anything ever yet known. The United States Congress has voted £10,000,000 for ships and armament —that means expenditure on iron or steel of some sort; Japan is going to spend £26,000,000 upon her navy within the next eight years—and that also means more iron and steel; and Russia is going to spend £14,000,000 in the same way. And then there is the extensive work involved in our own naval programme, and in the designs of Germany and France. All this implies an enormous consumption of iron and steel beyond the demands for the ordinary channels of trade and of railway enterprise. It portends a demand that all the producing countries together will have some difficulty in satisfying.

Operations have already commenced for the construction of the large new Verity plough works in Brantford.

Mr. I. Groh has bought out J. B. Allan, hardware merchant, Shallow Lake, Ont., and has added to the stock a full line of staples.

TRADE CHAT.

JOHN F. STEWART has retired from the management of the Jas. Stewart Co., Limited, stove manufacturers, Woodstock, Ont., but will continue as president of the firm. His brother, Adam Stewart, succeeds him as manager. Wm. C. Stewart has also retired from active connection with the firm.

A tin shop has been started in Hintonburg, Ont., by Mr. Holmes, formerly in the employ of the C.P.R.

Mica has been found in large quantities in Parry Sound district, and arrangements have been made for mining it.

Mr. Wm. Hockin, of the Petrolia barrel works, Petrolia, Ont., has patented a new steel barrel, which, it is claimed, will revotionize barrel making.

Tickell & Son, manufacturers of furniture and caskets, Belleville, Ont., are talking of moving to Kingston, Ont. They want exemption from taxes on their premises and plant.

The pipe shop of the Londonderry Iron Co., of Acadia Mines, N.S., is now running on a contract of 42-inch pipes for the Canadian Pacific railway, to be used principally in the construction of culverts.

A Vancouver, B. C., paper says: "The riveting machine for the Albion Iron Works, taken over to Victoria by the Charmer on Sunday, weighed 36 tons, and was the largest and heaviest casting that the Morgan Engineering Works, of Alliance, Ohio, have ever turned out. It is also the heaviest that has yet crossed the continent by the Canadian route."

VISIT FROM A CUTLERY MAN.

Mr. W. R. Humphreys, of W. R. Humphreys & Co., cutlery manufacturers, Sheffield, England, is in Toronto this week. This firm make a specialty of plated case carvers, dessert sets, fish sets, etc. Mr. Humphreys' samples are among the finest ever shown in Canada.

This is Mr. Humphreys' first visit to Canada, and he reports having secured a good many orders in Halifax and Montreal.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE IRON TRADE AND WAR.

THE alternation of war and peace news in the past week has been much alike to the iron trade. Just the extent to which war possibilities are holding back new undertakings it would be difficult to judge, but business goes on at a tremendous rate, and if much is being deferred the missing factor may be charged with the failure of prices to advance. Certainly there can be little complaint with the amount that is being done as it is. Pig iron producers are beginning to feel the effect of the tremendous production that has been increasing month by month since June of last year. Current sales are much below shipments, but the rate at which foundries, mills and steel works are using up pig iron is bringing on the buying time apace. The Alabama and Tennessee furnaces that are parties to the recent agreement are holding to their prices and are doing business in a small way; the outsiders are making concessions as heretofore, and get most of the little that is going. Central western furnacemen producing Bessemer iron have conferred long and seriously, but formal organization is still deferred. The provisional arrangement as to prices exists, however, and $9.75 valley furnace, for prompt shipment, and $10 for second quarter, will be maintained through April.

The output of steel mills holds up at a strong pace. Billet and tin plate and sheet bar sales ensure full operation for the next three months, and the $15.50 billet basis is maintained in recent business. Structural mills east and west are busier, and a good tonnage is ahead, unless war intervenes. Shipyard work is showing more activity in the central west than is usual at this time of year, and car and locomotive demand is developing in a satisfactory way. More Government contracts were let the past week, and the number of plants feeling their impetus is increasing.—Iron Trade Review.

TIN PLATE TRADE DULL.

The tin plate trade continues dull, both on home and foreign account, the export business being particularly depressed. There has been an improved enquiry from eastern markets, but the result so far has been very small. Shipments of plates for oil canning to Russia continue steady, but there is not much new business passing from this direction. Prices remain unchanged, although it was expected that the increased cost of steel would have caused makers to advance quotations from 3d. to 6d. per box during the past week. Stocks of Welsh tin plate are reported very low in Canada and San Francisco, and these markets are well worth close attention, if Welsh makers are to hold their own against American tin plate. The spring imports of tin plate into the Dominion are expected to be very heavy, owing to the general activity in the iron and hardware trades.—Iron and Steel Trades Journal, March 19.

TRAFFIC OF IRISH RAILWAYS.

Ireland as the dear "ould" country, on which tears have been shed, and where triumphant tyranny is alleged to have stalked unchecked, continues to exhibit industrial progress in spite of the lamentations of her patriots. An official review of the weekly traffic returns of the Irish railways for 1897 shows that in forty-four weeks the receipts exceeded those for the corresponding weeks of the year 1896, and in eight weeks the receipts were below those for the corresponding periods, with the net result that in the year there was an increase of £66,573, or 2.0 per cent., as compared with the preceding year. The total receipts for the year 1897 (fifty-two weeks) were £3,453,982, as against £3,387,408 in 1896; £3,368,282 in 1895; £3,303,739 in 1894; £3,181,043 in 1893; £3,103,651 in 1892, and £3,147,458 in 1891, when the receipts were higher than those for any previous year.—Commerce.

LARGE EXPORTS OF COPPER.

The total exports of copper from the United States during March, according to Metal Exchange returns, were 12,778 tons, the largest for any month for nearly a year past. The export movement has been free since the first of the year, the aggregate shipments since January 1 being 33,400 tons, comparing with 29,700 tons for the same quarter of 1897, and 27,350 tons for the first quarter of 1896. The bulk of recent shipments has been to the Continent.

DEMAND FOR HIGH EXPLOSIVES.

An unprecedented demand for high explosives has recently materialized, principally for Government use. The facilities of manufacturers are taxed to the utmost capacity, and some of the producers are enlarging their plants. Work on a new mill at Hammond, Ind., has been begun by a Chicago company, and the Ætna Company's plant at Miller's Station is being operated nights to fill orders promptly.—Iron and Steel.

RAILS FOR JAPAN.

Sales were made yesterday, to merchants identified with the Japanese trade, of 3,000 tons of steel rails and 1,000 kegs of track bolts, by an agent in the Bowling Green building. Other sales of material for railroad use for the Japanese market were reported. They could not be confirmed, on account of having been transacted direct with the works, but are said to be of more importance than those above mentioned. According to reports, the week has opened with a fair demand for material for the Japanese market, and some large sales may be reported later in the week.—N.Y. Journal of Commerce, April 6.

NEW YORK MARKETS.

NEW YORK, April 6, 1898.

PIG TIN— No new supplies having arrived, the market is still practically bare of spot stocks, and prices are held quite firmly. While some lots have been secured at 14.40c., other sales were made at 14.45c., and this appears to be the fairer quotation for ordinary business. Arrivals to-day were 25 tons at Philadelphia and 25 tons at Baltimore.

COPPER—The market is firm and unchanged at previous quotations of 12c. for Lake Superior, 11¾c. for electrolytic, and 11¼ to 11½c. for casting brands.

PIG LEAD—A limited amount of business is being effected in a quiet way. Prices remain unchanged in this market at 3.67½ to 3.70c.

SPELTER—Previous quotations of 4.30 to 4.35c. remain unaltered. Only a moderate number of orders are reported. The London cable quoted £18 12s. 6d. for good merchant brands.

ANTIMONY—The market is without feature. Prices may still be fairly quoted at 7¾ to 8⅛c. for ordinary brands.

TIN PLATES—The market remains steady with, however, a practical cessation of orders.

IRON AND STEEL—The pig iron market is steady and quiet. In steel rails a very good undertone is reported. Mills are still figuring on the recent Russian enquiry for 35,000 tons, but, so far as was learned, the contract was not closed up to yesterday. Many of the mills are well supplied with home orders, and prices are slightly firmer.

THE QUARTERLY MEETING.

The quarterly meeting of the different associations that have been in progress in Montreal concluded their deliberations Wednesday and no changes have resulted, except in copper rivets, the alteration in which is noted elsewhere.

The articles considered were cut nails, horse nails, horseshoes, screws, bolts and rivets.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

CYPRIEN DIONNE, general merchant, Fraserville, Que., has compromised at 60c. on the dollar.

Allan F. Longfellow, contractor, Ascot, Que., has assigned.

Philip Poertner, tinsmith, St. Martin, N.B., has assigned.

Samuel Ritcey, jr., general merchant, Ritcey's Cove, N.S., has assigned.

Assignment has been demanded of A. Lebeau & Co., contractors, Montreal.

H. M. Condie, general merchant, Bainsville, Ont., has assigned to J. T. Tennant.

J. M. Allard, general merchant, St. Simon, Que., is offering 50c. on the dollar.

Sloan & Campbell, shingle mill owners, Gravenhurst Ont., have assigned to Chas. Tingey.

Joseph Hicks, general merchant, Callender, Ont., has assigned to J. M. McNamara, North Bay.

PARTNERSHIPS FORMED AND DISSOLVED.

J. Lebrun & Co., contractors, Montreal, have dissolved.

Banks Bros., general merchants, Caledonia Corner, N.S., have dissolved.

R. Damm & Co., general merchants, Ayton, Ont., have given up business.

McLeod Bros., blacksmiths, Sandon, B.C., have dissolved, Frank McLeod continuing.

Wm. Esau & Co., general merchants, Gretna, Man., have dissolved, J. C. Miller continuing.

Joseph Lacomb and Joseph Grenier have registered as proprietors of the firm of Lacomb & Grenier, Ste. Cunegonde, Que.

Adolphe Charlebois and Ferdinand Gaudry have registered as proprietors of the firm of Charlebois & Gaudry, painters, Montreal.

Wallace & Moore, hardware dealers, etc., Galt, Ont., have dissolved, H. Wallace retiring and W. Coutts admitted under the style of Moore & Coutts.

Dame Hermine Gervais, wife of Alcide Lacroix, and Horace Ouellet have registered as proprietors of a brass works in Montreal, under the style of Horace Oullet.

Partnership has been formed by T. B. Terrill and John W. McNicol under the style of Terrill & McNicol, agricultural implement dealers, etc., in Sherbrooke, Que.

SALES MADE AND PENDING.

J. S. Trites, general merchant, Penobsquis, N.B., has sold out to Heustis & Mills.

David Bell, general merchant, Leskard, Ont., has sold out to James Laurie.

Wm. Tigh, general merchant, Leskard, Ont., has sold out to James Laurie.

McDonald & Munro, general merchants, Brigden, Ont., are offering their business for sale.

The assets of M. Legurries, general merchant, St. Therese, Que., are to be sold by auction.

Thomas Langton, general merchant, Lowville, Ont., is advertising his business for sale.

Geary & Co., general merchants, Pinkerton, Ont., have been succeeded by Wm. Murray.

Geo. W. Ryan, general merchant, Port Rowan, Ont., has been succeeded by Annie E. Smith.

P. N. Esnouf & Co., general merchants, Smith's Mills, Que., are offering their business for sale.

The stock of the estate of G.G. Johnston, general merchant, Exeter, Ont., is advertised for sale by auction.

The estate of Beecroft & Talbot, saw and planing mill owners, Flesherton, Ont., are advertising their business for sale.

Mason & Co., hardware dealers, 2460 St. Catherine street, Montreal, are endeavoring to sell their shelf and builders' hardware, en bloc, by tender.

CHANGES.

James McGuire is commencing business as blacksmith in New Hamburg, Ont.

W. M. Morse is commencing business as bicycle repairer in St. Thomas, Ont.

The Dominion Radiator Co., Limited, Toronto, are making application for incorporation.

FIRES.

Johnston & Bodkin, general merchants, Delaware, Ont., have been burned out.

Dodd Bliss, general merchant, Waterford, N.B., has been burned out; insurance, $600.

DEATHS.

Arthur Legare, machinest, Quebec, is dead.

Jacob Bloom, sawmill owner, Glencoe, Ont., is dead.

Robt. M. Leese, general merchant, Soda Creek, B.C., is dead.

E. L. Sewell, sawmill owner, Lac St. Joseph, Que., is dead.

"The profit is worth having."

ive 'em the Goodrich-Resflex.
Buyers will gladly take them.
They are good, swift sellers.
When they're sold, they're sold.
Buyers don't come with "kicks."
They don't bother you about repairs.
You don't waste time fixing punctures.
You make a liberal profit.
You keep **all** that liberal profit.

The Goodrich-Resflex is the best of the Goodrich-made Tires.

Write us. We want to talk about retailing Goodrich-Resflex Tires. The profit is worth having.

American Tire Company, Limited
164a King Street West, Toronto.

READ THIS TESTIMONY

REGARDING

Galvanized Sheet Iron

DEAR SIRS,—Having been requested to furnish you with a report on **BEST BEST POPLAR CALVANIZED IRON,** I have much pleasure in testifying as follows:

The sheets are perfectly flat.
The finish is unexcelled, being bright and even.
It will double seam in 26 gauge each way of grain.
It is true to gauge. Yours truly,

MEMRAMCOOK, N.B., March 7, 1898. C. M. LEGER.

We are Sole Agents for above iron

J. WATTERSON & CO.

MONTREAL

SUIT OVER A CUTLERY TRADE MARK.

THE following judgment was recently delivered in the United States Circuit Court, southern district of New York, in the matter of R. Heinisch's Sons Co. vs. Carl F. Boker, et al; Townsend, district judge. More than 60 years ago, one Rochus Heinisch began the business of making shears and scissors, and shortly thereafter established a factory at Newark, N.J., where said business has ever since been continuously carried on. In 1871 he sold said business to his three sons, Rochus Jr., Edmund E., and Henry C. Heinisch, who carried it on as co-partners under the firm name of R. Heinisch's Sons, until 1877, when Henry C. Heinisch withdrew from the firm and assigned to it all his right, title and interest in its property, assets and business. At that time the parties executed an agreement whereby said firm, complainant's assignors, sold to H. C. Heinisch the stock of goods in the co-partnership store and agreed "to sell to the said Henry C. Heinisch all goods or wares manufactured by them, and to turn over and transfer to the said H. C. Heinisch all orders received by them from other quarters for goods of their manufacture." And said H. C. Heinisch agreed "not to sell or manufacture any other goods in the line or of the kind manufactured by the said party of the second part."

In 1878, said agreement was assigned to defendants' predecessors with the consent of the complainant's assignors, and the complainant's assignors extended the terms of said agreement for five years and agreed to manufacture for defendants' predecessors another quality of shears to be known as the "Trenton" brand.

In 1883, upon the termination of said agreement, certain disputes arose between the parties which resulted in an agreement between H. C. Heinisch and defendants' predecessors whereby he agreed not to engage for ten years in the manufacture or sale of shears in competition with the business either of complainant's or defendants' predecessors.

In 1888, complainant's assignor and defendant executed an agreement which described complainant's assignor as "sole proprietor of the Heinisch trade mark in cutlery and manufacturer of the same," and constituted defendants their selling agents for four years, unless sooner terminated, and wherein complainant's assignor agreed to furnish his goods to defendants, said goods to be "known and designated as Heinisch-quality goods" and "to be stamped with the regular Heinisch name or with special brands."

In 1892, the complainant corporation was organized, and all the rights of said Rochus Heinisch and of said firm were duly assigned to it. Upon the termination of said 1888 agreement, on May 1, 1892, the complainant corporation resumed the sale of the Heinisch goods. On June 10, 1892, said H. C. Heinisch made an agreement with defendants to manufacture for and sell to them as his agents, a certain kind of shears patented by him. Said agreement contained further provisions, as follows:

3rd. The parties of the first part shall have the right to manufacture, or cause to be manufactured, any other goods or styles of shears or other cutlery which they may desire to make or place on sale, with the name "H. C. Heinisch," which words shall constitute a trade mark, to be duly registered and adopted by the parties as such, which said trade mark, for all uses and purposes except its use upon said patented shears, shall be the property of and belong to the parties of the first part forever.

4th. The party of the second part will impart to the parties of the first part any special information he may have or acquire as to the best methods of cutlery manufacture, and, in consideration of the covenants therein contained, he hereby sells, assigns and transfers, to the parties of the first part, all his right, title and interest in and to said trade mark; subject only to the agreements herein contained in regard to the said patented tailors' shears.

5th. In consideration of the covenant, on the part of the party of the second part herein contained, the parties of the first part hereby covenant, and agree to and with him, to pay to him during his natural life upon all shears or cutlery upon which they shall use the said trade mark (other than said patented tailors' shears) a royalty of 3 per cent. upon the sale price of all such shears sold by them, and after his death they agree to pay to his legal representatives a royalty of 1½ per cent. upon such sale price of all such shears sold by them, so long as they shall use such trade mark.

The shears manufactured by said Rochus Heinisch acquired a high reputation in the markets of the world, and said reputation has increased, and is now enjoyed by the complainant.

In order to identify his goods, said Rochus Heinisch affixed to them the name, "R. Heinisch," and said name alone, or as part of the name "R. Heinisch's Sons," has been continuously used by his successors in business upon said shears and its labels, and otherwise, and certain distinctive boxes, cards, and labels have also been used to identify said goods, which have been known in the markets as "Heinisch Shears."

The defendants sell goods so stamped, boxed, labelled, and advertised, under the name "H. C. Heinisch," as to lead the ordinary purchaser to believe that their goods are the goods of complainant. After the termination of said agreement of 1892 with complainant, the defendant for years continued to make use of two signs at the sides of the doorway of their store, having thereon the words, "R. Heinisch's Sons," and continued to use post cards notifying dealers that they were "sole agents for R. Heinisch's Sons shears." The attempt to explain this conduct as the result of inadvertence on the part of this astute business corporation is more impressive than silence would have been. No such explanation is attempted for the imitation of size, shape, color, collocation, and general appearance of complainant's labels.

In view of the previous relations of the parties, it is clear that the acts of the defendants were the result of deliberate attempts on their part to appropriate the business and reputation which belongs to complainant, or of such gross negligence as to disentitle them to the favorable consideration of a court of equity.

The further contention of defendants, that the trade is not misled, if true, is immaterial. It is clear that the devices adopted by defendants deceive ordinary purchasers. The law, firmly established by repeated decisions in this circuit, enjoins every artifice which promotes unfair trade. It is immaterial that professedly innocent individuals contribute to infringe upon the good-will of the proprietor and impose upon the ignorance of the incautious purchaser. A court of equity keeps pace with the rapid strides of the sharp competitors for the prize of public favor, and insists that it shall be won only by fair trade.

The defendants contend that in any event they have a right to use the names "Heinisch" or "H. C. Heinisch," upon their goods. H. C. Heinisch sold to complainant, in 1877, "all his right, title and interest in, and to all the property, assets and business of R. Heinisch's Sons." In 1888, the defendants admitted that complainant was "sole proprietor of the Heinisch trade mark." In 1892, H. C. Heinisch sold his name to them as a trade mark. Except for his connection with his patented shear, it does not appear that this transaction represented anything except the purchase of the right to make profit out of the Heinisch trade name. It is true that the ingeniously worded contract purported to provide that H. C. Heinisch should impart "any special information he may have or acquire as to the best methods of cutlery manufacture." But said contract further gave to defendants the right to manufacture any kind of "cutlery which they may desire to make and place on sale with the name H. C. Heinisch," and provided that said name should be "the property of and belong to the parties of the first part forever." In fact, defendants' goods were manufactured for them according to the order of their manager, Hawkins, by the firm of Clayton Bros., at Bristol, Connecticut. H. C. Heinisch never had any communication with said manufacturers and said

shears were not made under his instructions or directions, but said Hawkins "had entire control of the manufacture." They were, however, stamped boxes, labelled and sold under the name of H. C. Heinisch, so arranged as to simulate the original Heinisch goods.

When H. C. Heinisch made this contract in 1892, allowing the perpetual use of his name, all that he did was to look at some samples of the goods which defendants were to have manufactured for them, and to express his satisfnction with them, as he considered them equal, if not superior, to the original Heinisch goods. Although, ostensibly, the object of said agreement was to secure the right to the H. C. Heinisch patent, not a single pair of tailors' shears had ever been manufactured under said patent. Judging from the conduct of defendants, the actual object of said contract was to appropriate the reputation of the Heinisch shears by the purchase of the name, H. C. Heinisch, which, as a "trade mark for all uses and purposes, except its use upon said patented shears, shall be the property of and belong to the parties of the first part forever."

This is not the case of a sale of a good will in connection with a plant or a growing business. H. C. Heinisch had sold all his "right, title and interest" in the Heinisch business in 1871, and defendants, in 1888, had admitted that plaintiff's assignors were "sole proprietors of the Heinisch trade mark."

Now, is this a case where the party allowing the use of his name on certain goods, has associated himself in business with the manufacturers thereof. It does not appear that H. C. Heinisch ever invested any money in said business, or undertook any supervision over, or exercised any skill in, the manufacture of said goods.

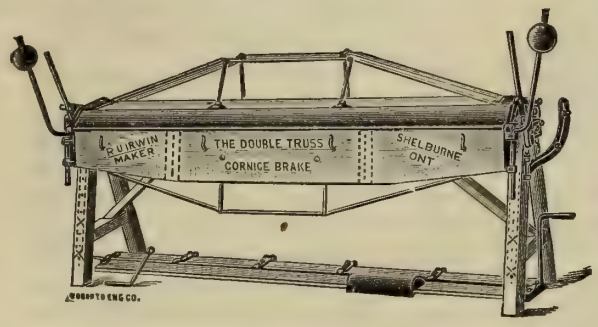
It thus appears that while neither of the ostensible objects of said contract have been carried out, the Heinisch name attempted to be sold thereunder has been so used as to deceive the public. In these circumstances it must be presumed that the defendants contemplated the natural consequences of their acts, irrespective of those carefully worded provisions of said contract, which, apparently, were never intended to have any effect.

The complainant is, therefore, entitled to an accounting and to an injunction restraining the use of the names "Heinisch" or "H. C. Heinisch" on its shears (other than said patented shears), labels, post cards, and otherwise in any way which will interfere with complainants' enjoyment of the benefit of its trade name.

HARDWARE DEALERS' MAGAZINE

Largest Circulation in its field in the World

One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request



$60 for an 8-foot Cornice Brake. Bends 20-gauge iron or lighter, straight and true its entire length. Sent on trial if desired. Also 8-foot Beader for $12—the handiest made. Send for circular to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

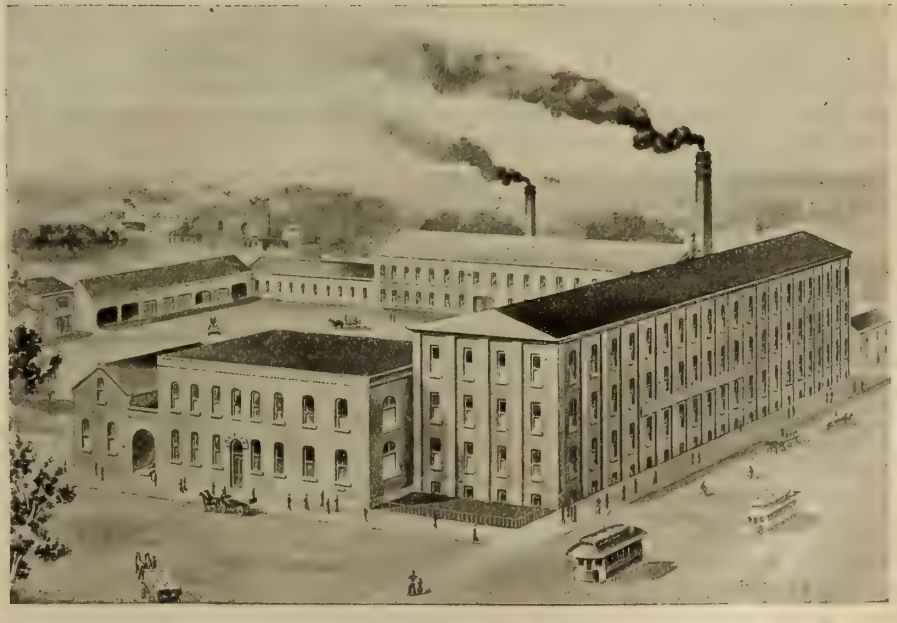
We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❁ **Meakins & Co.** Montreal

BRUSHES



FACTORY SHOWING RECENT ADDITIONS.

The Scale Manufactory of **The Gurney Scale Co., Hamilton, Ont.**

Works
Anderson, Ind.

ARCADE TRADE MARK

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES
Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate our seal

WEDS IMPROVED CUT GUARANTEED SEAL ALL FILES ARE FULLY GUARANTEED SPECIAL TEMPER

but not our increment cut.

GOOD WILL OF A BUSINESS.

WHEN selling out a business, writes a merchant in Iron Age, the owner generally places a cash value upon the good will of the business. The buyer acknowledges that it is worth something, although it may not be mentioned, and he prefers to succeed some one who has been in trade before rather than start a venture of his own. It is a well known fact that business, like water, seems to run in well worn channels, and that the courses laid down in the past have a certain tendency to draw trade.

UNKNOWN INFLUENCES.

This good will should be carefully considered by any merchant, and it should be his aim to constantly add to the favorable opinion with which his store is viewed by the public in general. There are lots of people who never enter a store, or who may never have occasion to do so, yet they know of it and it may have their good will and influence. Some person of their own family, or some acquaintance of theirs, may be considering some place at which to purchase, and may be recommended to this given store merely from hearing of its arrangement, or its proprietor spoken of in a worthy manner.

REPUTATION.

Good will is not of mushroom growth, but is the result of years of patient, well directed effort in a given direction. It may be likened to the reputation of a person which is built upon a character of merit and has stood the test of time. Every little transaction, no matter how unimportant it may appear, may have a result in attracting people to the store, in gaining their good will or creating within them a feeling of repulsion.

The general appearance of the store may be so inviting that people seeing it cannot but appreciate the taste displayed in the arrangement and disposition of goods.

TASTEFUL ARRANGEMENT.

I know a grocery store in town which is often referred to as the handsomest grocery in the place, the reason apparently being that the windows are always dressed nicely and the goods inside arranged in the most pleasing manner. Simply to pass the store awakens gustatory sentiments within one. Is it any wonder that this store does the largest and best trade in town?

STUDY TO PLEASE.

This is the kind of store that draws. People who see it as they pass along the street are favorably impressed, and their good will is thereby gained. Everything looks so inviting that they at once conclude that it would be a desirable place to purchase. The proprietor of this establishment knows what it means to attract and gain the good will of people, and has by his skill and enterprise devised means to cater to this sentiment.

PRINCIPLES FOLLOWED.

To retain the good will of the trade which may be gained, the trader must observe one or two principles and well-known facts patent to all shrewd merchants.

In the first place, customers must be satisfied. If they are not, they will not likely come again. Some people are unreasonable and hard to satisfy; yet, it should be done if by tact and explanation the sacrifice of no moral principle be made.

HONESTY.

No trader should stoop to dishonest methods or sharp trickery, even to satisfy a customer, because, even if the good will is retained by such means it does not pay in the long run. Methods of business, to stand the test of time and reputation, must be founded on sound moral principles, as these go to the building up of the character of the business, which often outlasts the individual founder, and becomes a valuable legacy to his successor.

SACRIFICES.

But a merchant may sometimes be compelled to sacrifice some of his cardinal principles which he thinks necessary for the conduct of his business; and by so doing, if he violates no moral law, we think he is justified. For instance, an unreasonable buyer may return an article after purchasing and using it, and demand the money back. There may have been no defect in the article, but by the injudicious use of it it may have been broken, through no fault of the dealer. Now, in such a case it may pay him, as a mere matter of business policy, to grant the customer's request, although it means a loss. There are losses to be met, and, if by a small one of this nature a customer is retained, as well as his good will, then the small amount sacrificed really becomes a good investment, as the advertising thus gained amply repays the outlay. In making concessions of this nature it is better to grant the demand cheerfully and in an off-hand manner than to haggle over the question and at last give way. The ungracious gift half spoils the ultimate effect.

DISSATISFIED CUSTOMERS.

Again, prompt and efficient service is necessary in the building up and maintaining the good will of the trade. When a person calls at the store and frequently asks for an article which cannot be supplied; when he is kept waiting and the clerks are so busy that they cannot even exchange a word with him, but are so intent upon their duties that in desperation he walks out, such a person is not impressed by the efficiency of the establishment.

TWO AT ONCE.

Although a clerk may be waiting upon one customer, yet he may politely speak with a new comer, as, perhaps, a few words may give the desired information. The visitor may not have intended to purchase, but a clerk can usually serve one customer and speak with another at the same time.

DETAILS IMPORTANT.

These and other little details which will readily suggest themselves to the retailer seem sometimes unimportant, and his vigilance is thereby relaxed. He may think it does not make much difference after all that he may be annoyed and in consequence neglect the little courtesies which are so requisite for him show to his clients, but his business suffers in consequence to a greater or less extent. Politeness and urbanity of manner are necessary for the proprietor to manifest at all times.

RECOGNITION.

A kindly salutation with people in his store always has a good effect, and is not appreciated by tradesmen as much as it should be. Customers like to be recognized by the proprietor himself, although he may not wait upon them personally, as it tends to cultivate good feeling and cements business fellowships, and thus bridges over the gap between the buyer and seller.

THE WAR SCARE AND TRADE.

The increasing probability of war has at last begun to affect general trade. The floods in the Ohio valley have had some effect in checking business in a portion of

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

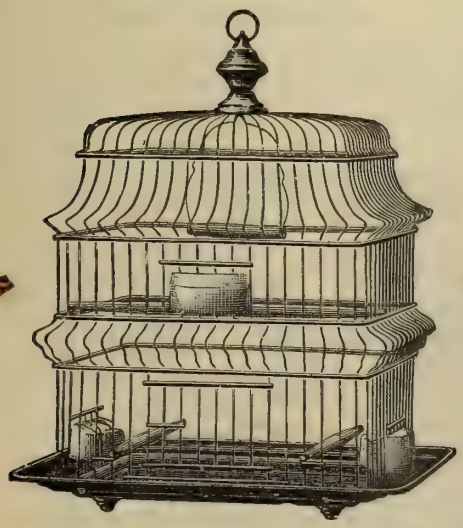
Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT
Board of Trade, Montreal

E. T. WRIGHT & CO.



HAMILTON - CANADA.

the country, but that is only a minor influence. Last week woolen mills near Providence had orders cancelled. All the leading markets here show an indisposition to undertake new business. Bradstreet's reports a very active distribution of merchandise in St. Louis, Chicago, and some other centres, but the jobbers and wholesalers who have been selling readily to retailers are not renewing their stocks in any such proportion. On business for the future there is a sudden check, and this has been felt also in current business, for the bank clearings, though 20 per cent. better than a year ago, were more than $200,000,000 less than the previous week, and this decline was almost entirely in New York, where it was distributed between financial operations and merchandising.—N. Y. Journal of Commerce.

U. S. WIRE ROD PRODUCTION.

ACCORDING to the American Iron & Steel Association, the production of iron and steel wire rods in the United States in 1897 amounted to 970,736 gross tons, against 623,986 tons in 1896, and 791,130 tons in 1895, showing an increase of 346,750 tons, or over 55 per cent., over 1896, and 179,606 over 1895. The production of 1897 was the largest in our history. Nearly all wire rods are made of steel.

Pennsylvania made the largest quantity in 1897, with Ohio second in production, Illinois third and Massachusetts fourth. Three other States, Connecticut, New Jersey and Indiana, also rolled rods in 1897. We still import considerable quantities of the finer grades of iron and steel wire rods, particularly steel wire rods, our total imports amounting to 16,415 gross tons in 1897, and to 18,977 tons in 1896, the imports coming chiefly from Sweden and Norway.

The following table shows the production of wire rods by States during the past two years:

States.	Gross tons 1896.	1897.
New England, New York and New Jersey	79,733	94,471
Pennsylvania	2 3,252	351,676
Ohio	146,329	265,317
Indiana and Illinois	164 572	259,272
Total	623,986	970,736
Iron	2,473	2,019
Steel	621,513	968,717

A GREATER BRITAIN EXHIBITION.

The London Exhibitions, Limited, propose to hold, at the buildings of this company, from May to October, 1899, a Greater Britain exhibition, which is calculated to have a beneficial influence on the commercial intercourse between Great Britain and the numerous colonies. If well conducted, such an exhibition should prove of great interest and value to Canadian manufacturers and agriculturists.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

Plumber and Steam-Fitter

BELIEVES IN PLUMBING LAWS.

IN a paper read at the banquet of the Minnesota Master Plumbers' Association, E. J. Darragh, of St. Paul, Minn., gave some practical reasons why there should be a strict plumbing law.

He was of the opinion that plumbing is the most important of all professions, in that as the plumber is responsible for the sanitary condition of homes, offices, etc.—the world is largely dependent on him for bodily strength and mental vigor. Plumbing is, therefore, the foundation of all trades, of all arts, and all professions.

The question has often been raised, "Should plumbers have laws to guide them?" The speaker referred to the fact that physicians, pharmacists and dentists all have to pass strict examinations before they can practice their profession. This, in every case, had proved a good and just regulation, as it made it impossible that ignorant, incompetent men should endanger the lives of their fellows.

The same rule should apply to plumbing. In the past, any person with the necessary tools, and with his lead pipe and solder was permitted to practice plumbing, resulting in that men, ignorant of the first principles, would parade as plumbers. In many instances this has resulted in sickness and death, owing to bad sanitation.

Many communities are now realizing the necessity of plumbing laws. Last year the State of Minnesota passed a measure entitled, "An Act to prevent incompetent persons from working as journeymen plumbers, or conducting the business of plumbing," This law provides for the appointment, by the Governor, of five persons, who shall be known as "The State Board of Commissioners of Practical Plumbing." This board meets and holds public examinations not less than four times a year, and inquires carefully of each applicant for work at the plumber's art, as to his competency and qualifications, and if the board is satisfied as to the applicant, it grants him a certificate of competency, admitting him to practice plumbing, and his name is registered in the book of the board and this operates as his authority, and be it said to the credit of the plumbers instrumental in securing the passage of this law that it contains a penal clause subjecting the offender against its provisions to a fine of $50 for each and every violation.

Mr. Darragh considered this an excellent act, for it not only protects the public, but also the plumber, barring the unworthy and making the profession more perfect by giving to it skill, intelligence and science.

PLUMBING AND HEATING NOTES.

P. J. Moore's plumbing establishment at Barrie, Ont., was destroyed by fire last week.

The Methodists of Chesley are going to build a new church at a cost of about $6,000.

About 50 architects from all parts of America have asked for information regarding the new St. Thomas city hall.

A company has been formed in Hespeler, Ont., for the manufacture of the Patterson Automatic Acetylene Gas Generator.

The Toronto license department prosecuted a number of persons last week for doing plumbing work in that city without a license.

Building permits have been issued in Toronto to the trustees of the Bible Training school, for a two-storey brick and stone building, on College street, to cost $15,000; to the Toronto Electric Light Co. for a galvanized iron coal shed, on Esplanade street, to cost $10,000; to A. Scriver, for a brick foundation and casing to his house, to cost $300; to Henry Wood, for a two-storey brick dwelling, on Spadina avenue, to cost $8,000; to W. Danbrook, for a brick foundation to his house, on Sumach street, to cost $300, and to Mrs. W. Appelton, for a brick foundation to her house, on Queen street west, to cost $200.

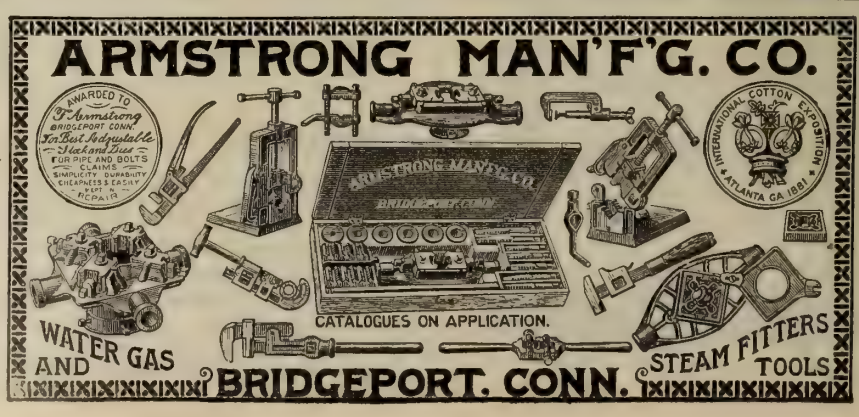
WATER OF COMBUSTION FROM GAS STOVES.

THE well-known English manufacturer of gas stoves, Thomas Fletcher, of Warrington, sends the following entertaining and also instructive letter to The Gas World:

The faults which have been claimed for this (the flueless gas stove) are numerous. The last new fault has been discovered by an "expert" and architect, who has been called in to certify that the dampness of a house is caused by the water of combustion evolved by a flueless gas stove. If an expert cannot prove, beyond question, anything he is paid to prove, he is certainly not an expert. The amount of gas used for warming a room is about the same as would be required to light it if the burners were placed in a proper position; and, if the expert's opinion is correct, the use of gas for lighting should also be discontinued, although flueless gas stoves have been in use for years to keep large organs dry in public buildings. One curious thing in connection with this is that the amount of moisture formed by a gas burner consuming 4 cubic feet per hour is precisely the same as that given off by the lungs and skin of an average healthy person—i.e., 60 ounces, or 3 pints, in 24 hours. If this expert is correct as regards the cause of dampness in a house, how much greater the trouble must be with the large amount of moisture exhaled by the residents of the house. Figures can be made to prove anything. An average healthy person, if in bed for eight hours, will lose one pint, or 20 ounces, of water, through the skin and lungs. One pint of water in bed every night ought to be a serious matter, and yet we survive, and our lives are longer than those of our ancestors, in spite of microbes, flueless gas stoves and beds which ought to be damp. The expert will, perhaps, try to prove next that sleeping in bed is the reason why so many people die there. Perhaps we shall have this question raised in the newspapers during the next Parliamentary recess.

WATERWORKS TEST.

On Friday morning of last week a test was made of the new waterworks system (not an official one) and the utmost satisfac-



tion was the result. The water was pumped by means of electric power. There were 100 pounds pressure on, and the three branchmen had all they could do to keep the stream under control. A 1¼-inch branch pipe was used, and a stream of water was thrown 135 feet with about twelve or thirteen lengths of hose on. The electric power is all that was claimed for it, and the system here is the first one in Canada to have, as duplicate systems, electricity and steam. The company are now prepared to sell electric power to our manufacturers, and within the next two or three weeks some of those will be using electricity.—Perth Expositor.

PARLOR HEATER WOULDN'T HEAT.

By S. Killed.

WE had a big run on parlor heaters, and we had a young fellow in the shop who had put up a good many of them, writes S. Killed, in Metal Worker. He bragged how his heaters all worked, and that he never had any trouble with them. He could saw a hole with a compass saw in a lath and plaster ceiling without making the woman of the house mad and without getting any of the sand in his eye. He was a good workman, and when he got his stove set up it looked nice; but the boss sent him to one place where the family blood was mostly made of water and the people in the house were chilled through. They would come down wrapped up like Esquimaux and say they could not heat the upstairs room. As this fellow had put the stove up the boss sent him to see the reason why it wouldn't heat. He fired the stove as hard as he knew how and found that the smoke pipe was all right. He went upstairs, looked down the register, and, not being satisfied with that, he tied a nail to a string and dropped it down through the register so as to be sure that there was nothing in the pipe preventing the air from coming up.

He found, however, that sometimes a blast of air would come up, and that at other times there wouldn't be any. So he came back and told the boss he was stuck. The boss then sent an old hot air furnace man to look at it. I went with him to give him any help he might need. When we got to the house he never looked at the stove at all, but went around looking at the doors and windows. He found that they had a piece of woolen goods tacked on to the door frames all around so that they shut air tight. They had rubber strips on all the windows, and there couldn't be any air get into that house if a regular cyclone was blowing out of doors. Upstairs he found the doors and windows of the rooms fixed in the same way. Then he chuckled, and I asked him what was the trouble, and he told me that you couldn't get anything into something that was already full. He said that when they shut the door of an upstairs room it was already full of air and no more could get in, and that the reason that the heat came up sometimes was because a circulation took place when they opened any of the doors in those rooms. I asked him what he was going to do, and he said he was going to improve the circulation.

He went downstairs and told the woman that he thought all the trouble came from the lack of a register over in another corner of the room. He could put a face plate on the ceiling so that it would be ornamental in appearance and a register in the floor above, and there would be no further trouble in heating the room, and they wouldn't have to use so much coal. She didn't want any hole cut in the ceiling, but finally consented to it. After that was done they had no further trouble in heating that room. He told me that if the boss had had in the shop what he called a "ventilating parlor heater register," he would have used that; and saved the need of another register and the cutting of the hole. I asked him what this ventilating register was like, and he told me it was built so that the hot air came up through the centre and the cold air went down through openings around the outer edge of the register, and passed between the hot air pipe and the register casing, which was fastened to a ceiling collar which was also perforated so that the cold air could drop down. This let the hot air come up through the centre of the register and circulate around the room until it cooled, and then drifted along the floor until it struck these openings and passed down to the room below, where it would be heated by the parlor stove and start up again. He told me that a parlor heater would never work unless there was a chance for the hot air to come up to the upper room from the one below, and that the air in the upper must get out to make room for it, or some way of establishing a circulation of the air between the two rooms must be provided.

HORSELESS PLUMBING WAGON.

The first horseless wagon for plumbing purposes was seen recently on Fulton avenue, loaded with stuff, and the motive power was two laborers and two helpers. The explanation was that the boss's horse suddenly took sick with colic or katzenjammer, (he is a German boss and the hoss is a deutcher), so the men and boys pulled the wagon to the building where the plumbing material was going to be put in.—Plumbers' Trade Journal.

SITUATION WANTED.

WANTED—BY A YOUNG MAN WITH SIXTEEN years' experience in the Hardware and Sporting Goods business, a situation as salesman or traveler. Best of references if required. Address, GEO. F. MORGAN, 78 St. James St., Ottawa, Ont. (16)

SITUATION VACANT.

AGENT, TRAVELLING—WANTED ENERGETIC man who knows the hardware trade thoroughly to represent old established Sheffield Cutlery House; good, commission; references required. All replies to Box 8 Sheffield Post Office, England. (17)

SPORTING GUNS—Agent or Dealer wanted in Montreal, by an English house, for the sale, on commission, of the well-known "Francotte" Sporting Guns, of which a case will be provided for show and sale. Only respectable and experienced men dealt with. Write L. LEPERSONNE & Co., 99 Cannon Street, London, England. (17)

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

FOR SALE—The following Wrought Iron Tubes suitable for drainage or fencing.

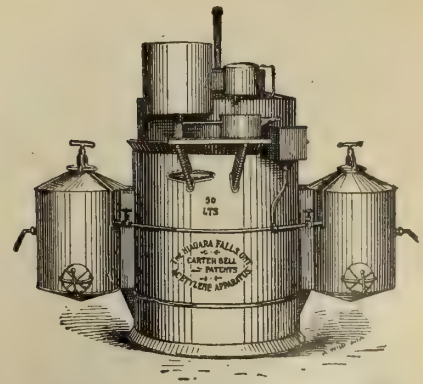
⅜ in. unused seconds, about 2 M feet in random lengths
½ in. unused seconds, about 7 M feet in random lengths
1½in. unused seconds, about 27 M feet in random lengths
3 in. used seconds, about 400 feet in random lengths
3½ in. used seconds, about 250 feet in random lengths
4 in. used seconds, about 350 feet in random lengths
1 in. unused seconds, about 480 pieces, each 6 ft in length.

The following would only be suitable for fencing:

⅜ in. unused seconds, about 10 M feet in random lengths
½ in. unused seconds, about 7 M feet in random lengths
1½ in. unused seconds, about 700 feet in random lengths.

J. & C Hodgson
Pipe Manufacturers, MONTREAL, QUE.

The Niagara Falls Acetylene Gas Apparatus
STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

The... Dominion Wire Manufacturing Company, Limited.

Manufacturers of

MONTREAL.

ESTABLISHED 1980 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Iron, Steel, Brass and Copper ... **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS ....
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

THE INFLUENCE OF BESSEMER.

THE death of Sir Henry Bessemer brings to the mind the immense industrial revolution that has taken place since the invention which bears his name was put in general use and the prominent part which he has taken in it, says the Pittsburg Dispatch. The fact is revived, in this connection, that the central idea of his invention, that of removing the impurities of pig iron by a blast of hot hot through the molten mass, was invented by a Pittsburg mechanic before Bessemer. But Bessemer's industrial influence was not confined to originating that idea. His technical skill supplied the appliances which brought the process into wide practical use. He also discharged a leading part in other important steps which have given the iron and steel interests their immense impetus during the latter half of the century. Taking his career all in all, it is doubtful if any man, outside of the class to which Bismarck, Von Moltke, Lincoln or Grant belongs, has wielded a greater power over the welfare of mankind.

It is difficult to give figures adequately expressing the change that has taken place in the world as a result of the invention which Bessemer introduced. One way of indicating it is to compare the Pittsburg of to-day with the Pittsburg of twenty-five years ago. Another, and more inclusive expression of its influence is to compare the transportation of the world to-day with that of the sixties. Yet, even those vast changes do not tell the whole story. The ability to furnish a superior steel rail for one-fifth the cost of an inferior iron rail in the seventies; the construction and equipment of vast iron steamers in place of the old wooden navies of the maritime nations; the vast cheapening of transportation and the infinite development of industry thereby made possible —these are immense consequences of the change which we have fully experienced. But there are other results the magnitude of which is not fully measured. Steel frame construction has gone far enough to show that its application in great buildings will effect great changes; but the application of the same idea to the erection of fire-proof dwelling houses at almost the same cost as brick or wood structures is in its infancy. We are presumably in the latter stage of the great revolution caused by the Bessemer process, and can perceive that it is a vast one; but we must wait for the next generation to judge decisively whether it rivals the inventions of Watt and Stephenson, or surpasses those of Whitney and Arkwright.

Such achievements as these verify the aphorism that the triumphs of peace can be no less renowned than those of war. The benefit to the human race in increased employment, greater opportunities of industry, and higher and broader lives from such inventions is beyond computation. We cannot but recognize that those who make such changes possible are among the great benefactors of the nineteenth century.

A GROWING BROOM BUSINESS.

A Canadian industry which has shown gratifying development is the business of the Norwich (Ont.) Broom, Brush and Whisk Factory. The original building occupied by this establishment was a two-storey brick structure 150 x 40 feet. Since there have been added two annexes, one 50 x 50 feet, the other 85 x 40 feet. The latter annex was built last fall. The capacity of the establishment is 200 dozen brooms, 100 dozen whisks and 50 dozen brushes per day. Mr. Thomas, the manager of the company, is a young and enterprising business man, and under his management further development may be looked for.

Margaret A. Secord, general merchant, Thamesville, Ont., has suffered damage by smoke and water.

Photographed from Horse Nails made in Canada.

"HOT FORGED." "MONARCH."

About fifteen per cent. of all hot forged nails are made from short pieces of rod, welded together in blacksmith's fire. This causes split nails as here shown.

We have the only process using a Graduated reduction and continuous rod in the coil. We do not make any split nails.

Nails made by our process are the only perfectly safe Nails to use.

Maritime Nail Co.
Limited.
Saint John, N. B.
Sole Manufacturers.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

April 8, 1898.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X.	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X.	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60 " " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

		Base	Price
Common Bar, per 100 lbs	....	1 50	1 60
" from factory "	....	1 40	1 45
Refined " "	....	....	1 80
Horse Shoe " "	....	....	1 80
Band " "	....	1 85	2 00
Hoop " "	....	....	2 00
Swedish " "	....	4 00	4 25
Sleigh Shoe Steel "	....	....	2 50
Tire Steel	....	....	2 50
Machinery	....	2 50	2 75
Cast Steel, per lb	....	0 10	0 14
Thos. Firth & Sons' Cast Steel		0 12	0 14
Russian Sheet, per lb	....	0 10½	0 11
Tank Plates, 1-5 and thicker.		2 00	2 25
Boiler Rivets	....	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"	....	1 90
inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought, ¼ to ⅜ inch, $1.95; ½ inch, $2.15; ¾ inch, $2.60; 1 inch, $3.55; 1¼ inch, $4.75; 1½ inch, $5.85; 2 inch, $8.25 per 100 feet.

Galvanized, ½ inch $3.51, ¾ inch $4.26, 1 inch $6.75 to $7, 1¼ inch $8.10, 1½ inch $10.35, 2 inch $14 per 100 feet

Cast, soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tirned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.		
eets, hard-rolled, 2x4	0 20	

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05¼
Part casks	....	0 05½

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 09½	0 10½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 0[illegible]
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color. per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14½
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls.	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).

		per gal
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 50

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal.	..	0 50
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 [illegible]
Strip	0 16	0 16
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol. dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
entral Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
B s Shot Shells, 55 and 10 per cent
ers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each. 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss / " Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	....	6 00
Forest Clipper	....	6 25
Lance	8 50	9 00
Mann's	6 25	8 00
Maple Leaf	....	7 25
Hand Made	...	7 50
Climax	....	7 75
Phantom	8 25	8 50

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
ultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 7 and 10 per cent.
" Perfection. 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	2 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised st.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American. dis. 75 to 77½ per cent.
Canadian. dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis .65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 10 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt.	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise. dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 25
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned. each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

P. S. & W., per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs.	....	3 15
14 in. up, per 100 lbs.	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per ke
Light and medium pattern	....	3 ‘5
Snow Shoes	....	3 5)
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz.	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.0 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 2J p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Myst c Metal .... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3 l 2 50
4 and 5d.............. .... 2 25
6 and 7d.............................. 2 15
8 a l 9d.............................. 2 00
10 and 12d............................ 1 95
16 and 20d............................ 1 9)
3), 4), 5) and 6)d. (base)............. 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.9) f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's Model galvan. oil can. with pump, 5 gal., per doz...... .... 0 00 9 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4 .... 100 00
No. 56 Hand Machine, range 2½ to 6............... .... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.). 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

utton's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

n, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning...................... 0 35 2 50

PUMPS

Canadian cistern............ 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage. Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50, 10 and 5 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8¼
⅜ in......................	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb....................... 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen....... ....
"Empire," McMillan&Haynes, per ft..................... 0 00 0 70
Hand, Disston's.dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
ron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case.............. $4 50
No. 6—3 dozen in case.............. 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" ce 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..............................
Copper tacks .... ⅓
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz .... 2 75 5 ..
English, Patent Leather .... 5 50 9 ..
Chesterman's, each .... ^ 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped. dis., Assn. list. 80 and 10 per cent.
Japanned. prices on application.
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per b........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent.; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd....................	....	
Plain twist....................	....	

Terms, 60 days, or 2 per cent. in 10 days.

WIRE CLOTH.

Painted Screen, per 100 sq. ft. .. 1 20
Terms 4 months or 3 per cent. 30 days.

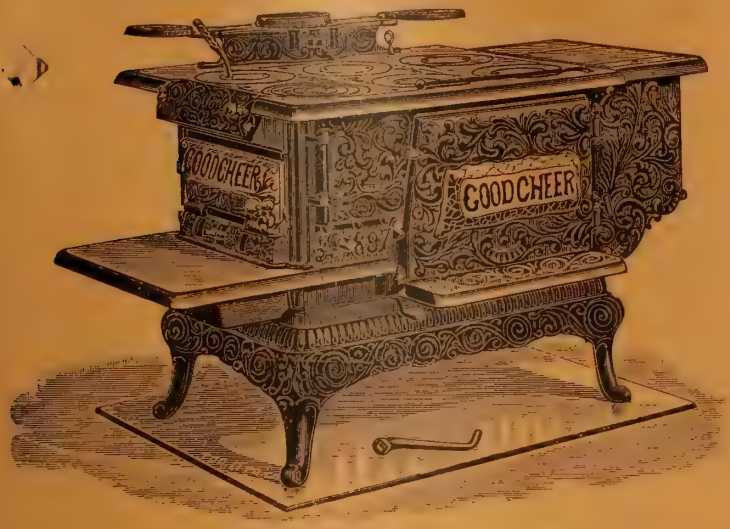
WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 1 25 2 00

GOOD CHEER RANGES

LARGE STEEL OVENS

Three styles each—Square and Reservoir, with or without High Shelves or Closets, Coal or Wood, or Wood only.



SOLD BY LEADING DEALERS EVERYWHERE

All "Good Cheers" Guaranteed Perfect.

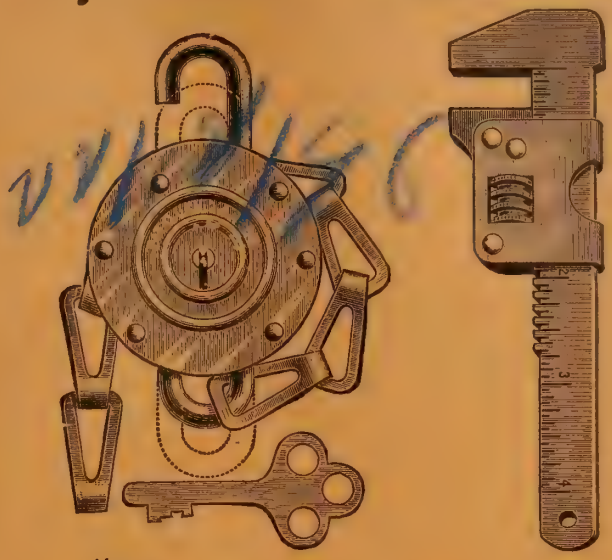
The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

Bicycle Sundries

Toe Clips, Coasters, Wrenches, and BICYCLE PAD LOCKS



Also . . . .

"Giant" Metal Sash Chain, Pulleys, "Red Metal" and Steel Chain---Pad Locks, and Rat Traps.

Manufactured by

THE SMITH & EGGE MFG. CO.

Send for Sundry Catalogue.

Bridgeport, Conn., U.S.A.

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-Presiden
C. C Foster, Secretary.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

PYRAMID BLUESTONE PACKING

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

IS YOUR BUSINESS YIELDING YOU WHAT IT SHOULD?

Stop and think. If it is not there must be something wrong. Is your paint department holding up its end? Are you handling **ROBERTSON'S PURE PREPARED PAINTS?** You should be to guarantee a good trade, so if you are not let us have your order at once. You will be surprised how quickly they sell, no trouble whatever. Once you get a man to try them he is your customer forever, he will use no other.

Prompt Shipment Guaranteed.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

☞ Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, APRIL 16, 1898 | No. 16

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Every Sheet Guaranteed

We guarantee every sheet of **QUEEN'S HEAD** to seam both ways and to be free from any defect whatever. And since giving this guarantee, we have **never had to replace a single sheet** for any defect. Could you find a better record?

JOHN LYSAGHT
Limited
Bristol and Montreal.

You can buy lower-priced Iron, but you can't buy cheaper.

25 Ideas for 1 cent.

They are yours for a post card—twenty-five ideas in Radiators. Each idea represents a style of its own for a definite purpose, for all folks who use (or want to) Radiators that won't leak, and give quick, positive, circulation in a minute after the heat is turned on,

Twenty-five ideas for a cent—isn't it worth your while to send for them and thus know all about the largest Radiator Manufacturers under the British Flag? The originators of the Screw Nipple connection that does away with bolts, rods, packing, and absolutely prevents even a suspicion of a leak.

The Toronto Radiator Mfg. Co.
Limited
Toronto, Ont.

The Safford Radiators.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... # Copper

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

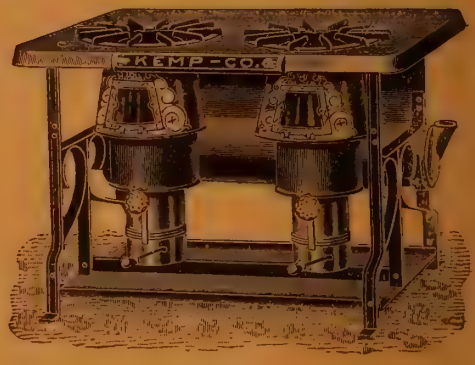
THE BOOTH COPPER CO.
Limited.

TORONTO

Kemp's...

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.
Toronto, Canada

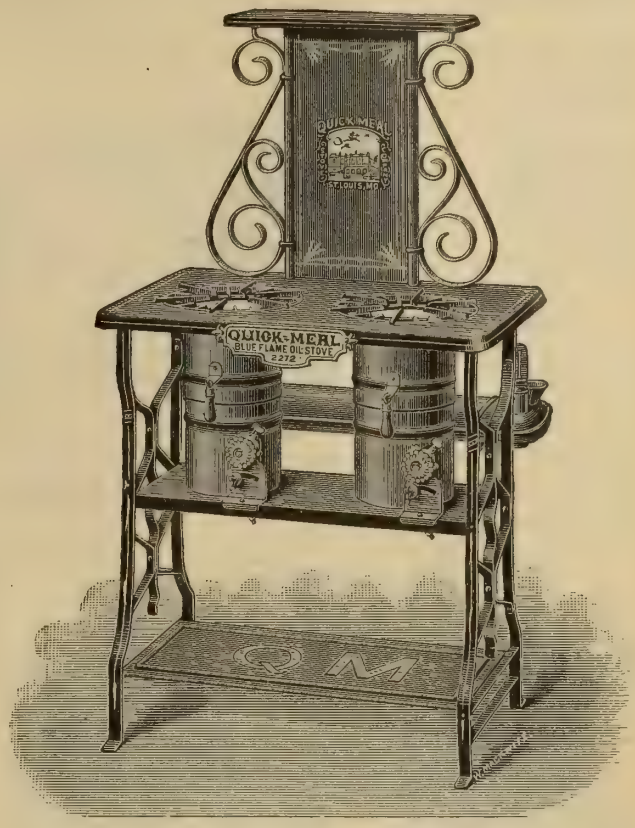
They're a Success!

QUICK MEAL

Blue Flame Oil and Gasoline Stoves

have already proved famous sellers, and this year's lines have some added improvements which make them specially desirable.

We are sole agents for Canada, and will be pleased to send you catalogue and price list, showing the many styles and sizes in these popular Quick Meal lines.



OUR NEW '98

Oxford Gas Range

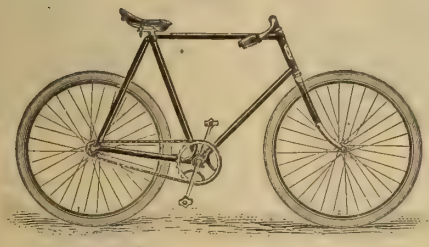
has reversible oven burners, and other improved features that will make it irresistible.

Better send us your order at once.

THE GURNEY FOUNDRY CO., Limited, - TORONTO

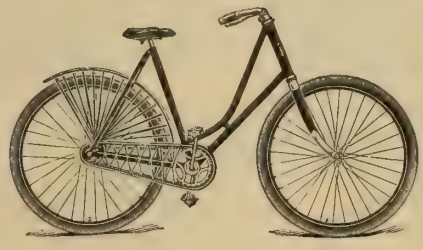
THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

1898



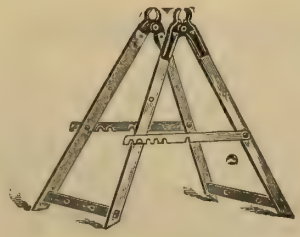
Phoenix Bicycles

1898



They run easy, and orders are being freely booked.

Still a few places open for appointment of agents.



Myers Bicycle Stands.

Write for Catalogue.

M. & L. Samuel, Benjamin & Co.

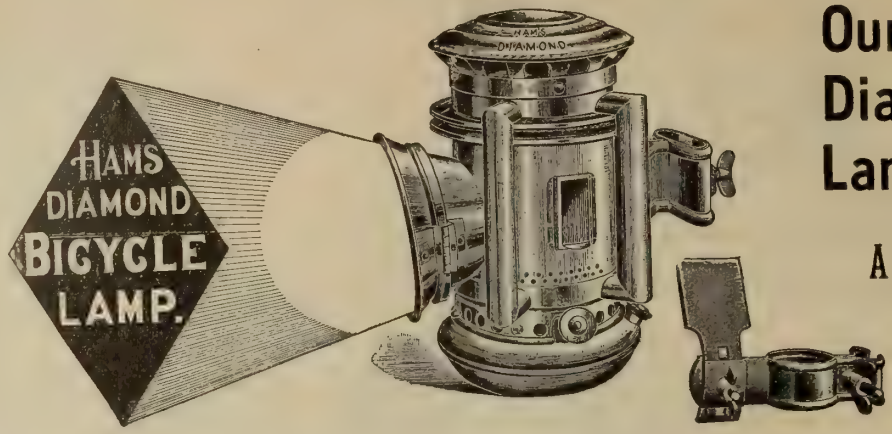
ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

THIS LAMP

has no equal as a Seller

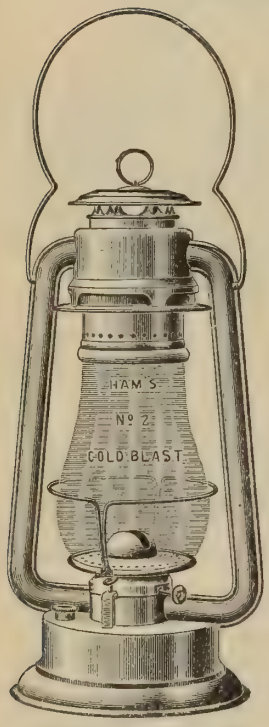


Our Improved Diamond Lamp

leads them all

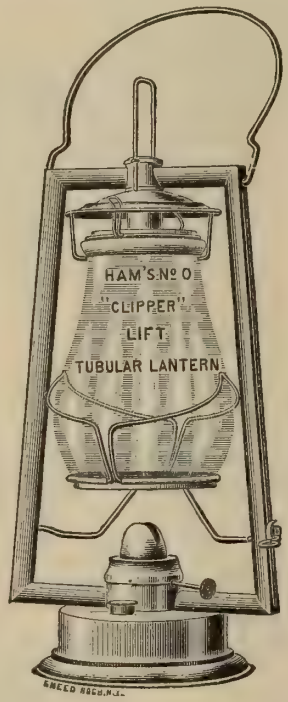
A Combination Bracket with each Lamp.

WE MANUFACTURE A COMPLETE LINE OF LAMPS AND LANTERNS.

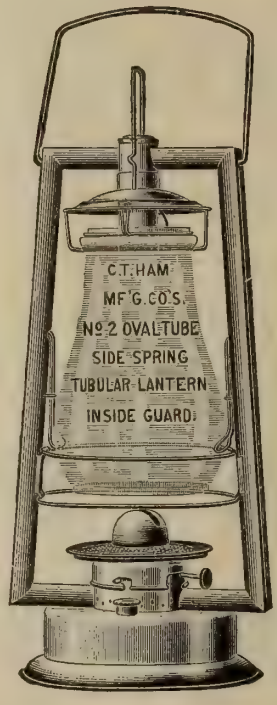


The only genuine Cold Blast Lantern.

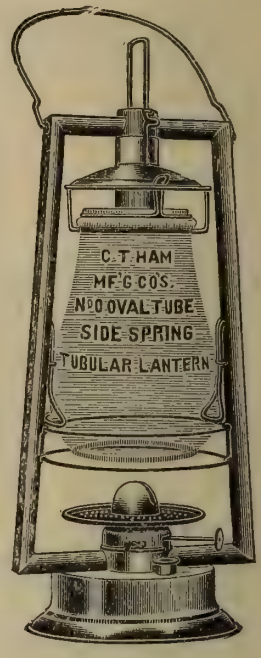
Dealers! You want the best.



All the leading Jobbers handle

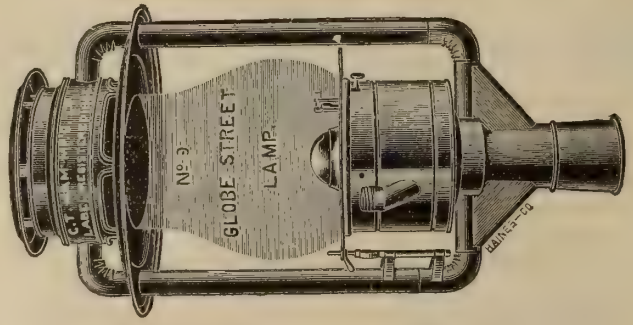


our Lamps and Lanterns.

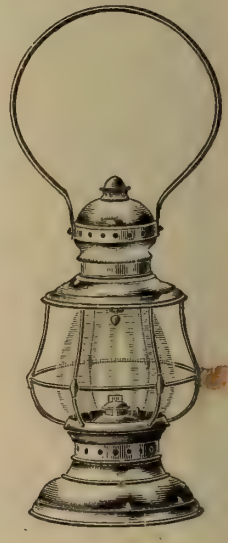


The Finest Line of Tubular Lanterns in the World.

The Best Goods Are The Cheapest.



Ham's Lanterns Have No Equal.



Do not place your Contracts until you have our prices.

WE SELL TO THE JOBBING TRADE ONLY.

C. T. HAM MFG. CO., ROCHESTER, N.Y., U.S.A.

IMITATION

is the sincerest flattery, but beware of such imitations.

Henry Boker's

Hardware, Cutlery, Etc.

being the result of 50 years' experience with the Canadian trade, are unsurpassed.

Rice Lewis & Son

TORONTO.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.

Newart, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.

Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited

ST. JOHN, N. B.

THE **E. B. EDDY CO.'S**

WRAPPING PAPERS

are noted for their long and strong fibre . . . . .

EVERY GOOD THING

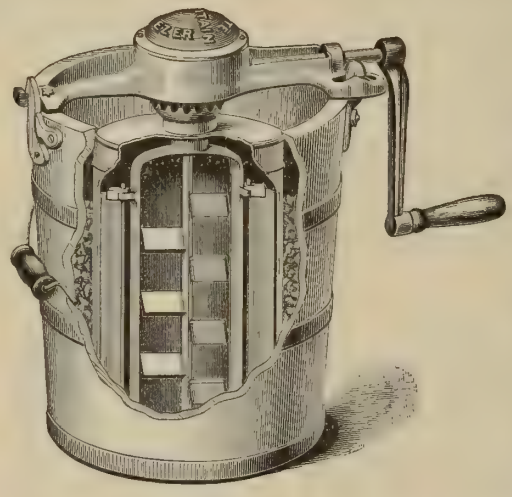
Pertaining to

Ice Cream Freezers

Originated with

And is used in

White Mountain Freezers



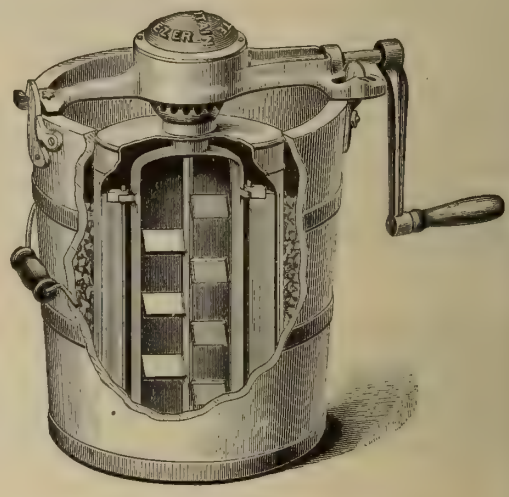
Triple Motion

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer.



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H. U.S.A.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, APRIL 16, 1898 No. 16

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

CEMENT MUCH DEARER.

REMARKABLE activity in cement has been one of the features of the week, the market being entirely cleaned up of all grades. In fact, enquiry is so keen that a lot that has been held in warehouse for five or six years, and badly out of order, sold this week for full prices.

Importers in want of stock to fill prompt orders simply had a scramble to get these goods. Canadian makers state that they are contracted ahead so far that they cannot think of considering any orders for immediate delivery.

Sales have been made on spot in Montreal in round lots at $2.25 for both English and Belgian, and now it is almost impossible to quote a spot price.

To arrive English sorts are held at $2.25 to $2.45, as to brand, which is an advance of 30 to 40c. over the figures which ruled on new cement to arrive last spring at this time of the year. It is believed, also, that this remarkable firmness will be maintained throughout the season.

The makers abroad will not guarantee the delivery of any quantity. In the case of the contract calling for 120,000 casks for English account, the makers have only been able to get 80,000 together, and do not know where they are going to secure the balance of the order.

Keep hammering away at a prospective customer for business, but be careful that you do not hit too hard.

AN AMBIGUOUS WINDOW DISPLAY.

A Hamilton, Ont., hardwareman has a display in his window which is somewhat ambiguous. He has on exhibition a pair of old and badly worn boots, attached to which is a sign that reads :

> These shoes were worn out walking around this store looking for an honest paint.

Surely the dealer does not mean to convey the impression that honest paint is so scarce that the owner of the shoes wore them out in trying to discover it.

It is well to avoid ambiguity in regard to window displays as well as in regard to words.

Window displays which are unseasonable are often unreasonable, and hence do not appeal to customers.

CANADA'S CREDIT AT STAKE.

SHOULD the insolvency bill, now before the House of Commons, fail to become law, Canada will undoubtedly lose prestige among the business community in Great Britain.

The influential deputation which waited upon the Finance Minister when he was in London ; the tone of the British press ever since the preferential tariff was brought down in June last, and the private expressions of commercial men in the Mother Country have all emphasized the necessity of Canada passing an insolvency law. And now the British exchanges to hand are urging the adoption of Dr. Fortin's bill.

The Canadian Gazette, a journal published in London, England, primarily in the interest of Canada, says :

> It is satisfactory to know that there is still some possibility of insolvency legislation this session at Ottawa. * * * The Canadian House of Commons can hardly be blind to the fact that the time is more than ripe for resolute effort to remedy a state of affairs which is at once damaging to the Dominion's credit and a serious hindrance to the trade development which she is rightly anxious to promote.

"Sir Wilfrid Laurier himself frankly admitted the existence of a universal desire for reform," remarks the same paper, and it urges him to lend his influence in passing the bill. It is to be hoped he will do so.

HARDWARE AND METAL does not for one moment believe that the rejection of Dr. Fortin's bill would destroy Canada's credit in Great Britain or that it would prevent the development of trade so much desired.

But we have no hesitation in saying that the rejection of the bill will injure Canada's credit and will hinder that trade development which business men in both Canada and Great Britain are aggressively trying to induce.

TRADE OF THE COUNTRIES WHICH WILL ENJOY THE PREFERENTIAL TARIFF.

INCLUDING the Motherland, the colonies and dependencies of the British Empire whose products will, after August 1, have access to the Canadian market at a rate of duty one-fourth less than that levied against foreign countries, number somewhere in the neighborhood of a score. They are:

Great Britain and Ireland.
New South Wales.
British East India.
Bermuda.
The British West Indies, included in which are: The Bahamas, Jamaica, Turk's Island, Caicos Islands, Leeward Islands (Antigua, St. Christopher-Nevis, Dominica, Montseratt and the Virgin Islands), the Windward Islands (Grenada, St. Vincent and St. Lucia).
Barbadoes.
Trinidad.
Tobago.
British Guiana.

With some of these colonies Canada at present practically does no business whatever. It will perhaps, however, not be uninteresting to examine as far as we can the value of the trade we transact with them.

The following table gives, as far as we can ascertain, Canada's imports from and exports to the various countries interested:

	Imports.	Exports.
Great Britain	$29,328,576	$77,227,502
British East Indies	417,563	15,804
*Australasia	147,900	1,422,426
West Indies	1,057,489	1,445,449
British Guiana	102,700	271,457

*We have no figures showing the trade with New South Wales alone, but our Australasian trade is principally with that colony.

The import and export trades, as far as ascertainable, of the countries in question are:

	Imports.	Exports.
Great Britain	£441,808,904	£296,379,214
New South Wales	$100,066,015	$111,983,698
India	413,618,243	529,688,915
Ceylon	24,922,062	21,707,522
Jamaica	9,034,368	7,155,173
Barbadoes	5,104,582	3,690,042
Trinidad	11,989,155	10,540,324
British Guiana	6,529,650	9,244,025
Bermuda	1,500,000	500,000
Bahamas	900,000	690,000
Leeward Islands	2,000,000	1,400,000
Windward Islands	1,925,000	1,900,000

We here see, turning the figures for Great Britain into dollars, an aggregate import trade in round numbers of about $2,300,000,000 and an export trade of $2,180,000,000.

Now, Canada's imports from these countries only aggregate about $31,000,000, and her exports to these countries $80,000,000.

In other words, Canada contributes to he aggregate imports of the parts of the British Empire enumerated only a little over 3 per cent., while of their aggregate exports Canada only receives about 1¼ per cent.

Under the preferential tariff, which goes into operation August 1 next, it is to be hoped there will be an all-round expansion in trade between the Dominion and the several parts of the British Empire.

There is no sound reason why there should not be an expansion. The articles which are Canada's staple exports are animals and their products, farm produce, lumber, minerals, etc., and most of the countries which are to share in the preferential tariff are importers, to a more or less extent, of these.

Then, of the staple exports of these countries Canada is more or less an importer. Great Britain's staple exports are, of course, manufactured goods. And, while Canada is gradually supplying her own necessities in this respect, the day is far distant when even relatively this country will be a small importer of manufactured goods.

The staple export of New South Wales is wool, of which it sends out about $50,000,000 worth annually.

The principal products of India are rice, wheat, tea, cotton, sugar cane, tobacco and indigo.

Tea is the chief staple of Ceylon. Cocoa, cocoanut, rice, cinnamon, grain, etc., are cultivated. Ironware, cordage, etc., are manufactured, although only for local requirements.

The chief products and exports of Jamaica are sugar, rum, pineapples, and various fruits, coffee and dyewoods.

The chief exports of Barbadoes are sugar and its products.

Sugar, cacao, asphalt, cocoanuts and fibre are the staple products of the Island of Trinidad.

British Guiana produces and exports chiefly sugar, gum, molasses and gold.

Early vegetables, arrowroot, bulbs, etc., are the chief products of the Bermuda islands.

The chief exports of the Bahama islands are sponges, turtles, pineapples, oranges, hemp, cotton and cocoanut.

Sugar and molasses are the staple export articles of the Leeward islands.

The chief exports of Grenada, the Grenadines, St. Vincent and St. Lucia, which comprise what are commonly known as the Windward islands, are sugar, rum, fish, oil, cotton, corn, coffee, etc.

THE AUSTRALIAN TRADE.

A report has just been received at the Department of Trade and Commerce, Ottawa, from Mr. Larke, the Canadian agent in Australia. He reports the arrival of shipments of boots and shoes, which are taking well, and he prophesies a large trade from Canada if developed by the Canadian manufacturer. Fanning mills have also been received from Canada, and the Australians are readily seeing their utility, and a large trade is confidently expected.

Although there is at present a shortage in the visible wheat supply of some million and a half bushels, yet the prospects of a bountiful harvest in 1898 were never better. An abundance of rain has fallen and the mercantile community are in consequence feeling very buoyant.

The Canadian agent strongly urges manufacturers to establish agencies in Australia with a good supply of samples.

The want of direct cable communication with Canada is much felt, and on account of the eastern complications the feeling at present is acute.

WILL NOT STOCK WIRE.

Unless the manufacturers change their mind, HARDWARE AND METAL has been informed that hereafter no wire will be carried by their agents in cities outside the manufacturing points. In other words, they will only ship from factory.

Certain makers have for some years discontinued the practice, but now all, it is learned, have decided to do so.

Galvanized, oiled and annealed, and bright wires will be affected.

This decision on the part of the manufacturers will necessitate jobbers carrying more stock than heretofore.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE CHEAPENING OF PIG IRON.

"WHEN we compute the value of the pig iron produced in 1897," says The Philadelphia Record, "we meet with an unexpected result. The value of the output of the past year was about $50,000,000 less than the value of the pig iron produced in 1890, though the quantity of the production in the latter year was but half a million tons less than in 1897. The output in 1890 was 9,202,703 tons, and the value, as shown in the statistical abstract of the report of the American Iron and Steel Association, was $151,200,410, an average of not quite $16.50 per ton. Assuming that the average value in 1897 was $11 per ton (about 50c. more than the average in 1896), the total value of the pig iron output in 1897 would be $106,129,480. This estimate is, if anything, higher than the facts warrant, for the largely increased output of pig in 1897 in the south, which was sold at very low prices—as low as $6 per ton—probably reduced the average price below that of 1896, in which case the value of the product did not quite reach $100,000,000. The Bessemer pig iron producers have taken preliminary steps to form a Bessemer pig iron pool to control the price of that product. There is reason to believe that they will be successful, because the producers of this kind of pig iron are also consumers on a large scale. Bessemer pig iron is chiefly used for conversion into steel by the Bessemer process. Some of it is cast into ingot molds, but these are used only by the steel makers. This embryo trust has not, as far as can be learned, undertaken to control the production of pig iron for other purposes than the making of steel, and it is very doubtful whether any pool with such an object in view could be successfully formed."

PIG IRON IN THE SOUTH.

"The states south of the Mason-Dixon line will produce as much pig iron in 1898 as the nation produced in 1878, 20 years ago," says The Chattanooga Tradesman. "Then, the south made about 10 per cent. of the whole product. In 1898 the same states will produce 20 per cent., possibly more. In 1878 Alabama made 41,000 tons; in 1898 her output will be about 1,000,000 tons; we think 1,200,000 a better estimate. Then, in 1878, Pennsylvania made 60 per cent. of the total; now she makes about 47 per cent. That great seat of the iron industry, though it has made an enormous positive increase, has relatively, compared to the country's output, receded, and the south has advanced, including the border states, from a total of 268,000 tons 20 years ago, to a probable total of 2,600,000 tons in 1898, and that, we think, is quite a conservative estimate."

COPPER IN GREAT BRITAIN.

James Lewis & Sons report as follows, under date of April 1: Copper.—During the past month the public stocks in England and France have been reduced to the extent of 1,589 tons, making the total reduction since January 1, 4,382 tons. In addition to this there is little doubt that the stock held by smelters is smaller than it has been since the time of the French syndicate, very little refined copper being available for early delivery. Refined copper has commanded a relatively high price. For cathodes £55 15s. has been freely paid, and this is still the value. For best selected ingots £55 10s. is offered, while the Rio Tinto Company have recently sold 400 tons of tough cake at £54 for delivery at their works, equal to £54 15s. delivered at Birmingham, having but little more to dispose of for early delivery. A fair business has been done in manufactured copper for India, while the home demand continues very active. During the past month orders for 120,000 tons have been booked by Clyde shipbuilders alone, against 24,000 tons in March last year, the amount of work in hand and on order being estimated at 625,000 tons, or almost double the total output of 1897. This represents a considerable increase in the consumption of copper.

PRICES FOR IRON PIPE ADVANCING.

A Pittsburg despatch says: "At the meeting of the Wrought Iron Pipe Association it was decided to advance prices. The advance, a member said, will average about 5 per cent. Another meeting will be held next month, when a further increase may be made. National President Ratchford, of the United Mine Workers, is attending a conference here to arrange the wage scale for dead work and day labor at the mines. He says there will be no general strike, and he expects all the strikers in the Pittsburg district will soon be back at work."

LOWER PRICES.

Bradstreet's study of price changes shows a slightly higher level of prices April 1 than a year ago, but for March there were more declines than advances as compared with the beginning of the year. Probably the tendency of prices downward was a reflection in part of the expectation of war, but that has been complicated both as to March and as to last week by unseasonable weather, and the increase of building materials and the weakness of coal are the natural incidents of the season.

NEW YORK MARKETS.

NEW YORK, April 13, 1898.

PIG TIN—There was no new development of importance. Business was seemingly on a smaller scale and enquiries were only fair, with the call chiefly for moderate quantities for early delivery. London cable advices were tame, noting, as they did, only slight variation between to-day's prices and those that prevailed prior to Easter remain quite firm apparently, but it is understood that desirable out-of-town orders are occasionally filled at figures somewhat below those quoted openly here. Five-ton lots were valued at about 14.40c., in store or ex ship, and 14.45c. free on board. The ss. Europe brought 230 tons, making total importations 1,145 tons thus far this month.

COPPER—The firmness of the market seemed more pronounced. In any event, purchases were difficult to make at prices that were common a week ago, and the indications that the sales of 2,000 tons of Lake Superior ingot at 12c., made a short time ago, have been followed by transactions of considerable volume, not only in Lake ingot, but in other varieties, the particulars regarding which are closely guarded. Quotations at the moment are 12 to 12⅞c. for Lake Superior ingot, 1¾c. for electrolytic, and 11½c. for good casting stock.

PIG LEAD—Enquiries were rather more numerous here, and business of fair amount was effected, made up chiefly of moderate-sized lots for near future delivery. Prices were without change, but seemed slightly firmer at 3.67½ to 3.70c. for common domestic.

SPELTER—Dealings in this quarter are still of very ordinary type and merely fail in amount, but consumers who place orders elsewhere are said to be buying very fairly in a quiet way. The tone of the market is fairly firm, with prices at 4.25 to 4.35c. for western, delivered here or at common point.

ANTIMONY—A moderate business is passing, but prices remain steady at 7⅜ to 8c. as to brand.

TIN PLATE— The market remains in a spiritless condition and bare of new feature. Prices remain as quoted for some time past and rather weak.

IRON AND STEEL— There is no distinctly new feature in the market for any variety of crude material or finished products. Orders are being placed in very conservative way and at prices in line with those that have prevailed for some time past.

INDIVIDUAL CREDITS.*

By JAMES G. CANNON.

Concluded from last issue.

REVOLUTION IN CREDITS.

EVOLUTION in business has produced new factors in mercantile circles in the way of department and cash stores, is likely, before long, to revolutionize individual credits, which, I believe, are destined, especially in the larger cities, to diminish each year, and, when given, to extend only over a very short period of time, not really for the ordinary purposes of credit, but simply to serve as a convenience in making purchases.

The drift in the retail line at present seems to be in the direction of closer terms, and it is now generally considered that an account that is not settled in thirty days is not desirable, whereas, years ago, retail merchants carried on their books a great many credits that ranged from six months to a year. In some quarters there is an apparent tendency to do away with the credit system entirely and reduce retail trade to a cash basis.

The question of competition in business is one that all departments of trade must meet, and the retailer who grants credit must recognize existing conditions and regulate his prices to meet those offered by dealers who sell for cash. Under these circumstances, unless his credits are made under a safe and well defined system and his business is conducted on an economical basis, his success will be problematical.

DISCOUNTS TO CONSUMERS.

As a rule, no incentive is offered by the retailer in the way of discount or reduction in prices for cash or prompt payment of bills. If he would offer a concession for prompt cash, it would work to his advantage, by indicating who are his best customers, and at the same time providing him with cash with which to discount his bills.

The question as to whether or not there should be a difference between credit and cash prices in retail stores is one that I feel will receive considerable attention in the near future. The large retailers do not admit that any difference exists now, but there are undoubtedly some instances where a man who buys on time, and is tardy about making a settlement, has to pay more for his purchases than the one whose means and disposition lead him to liquidate his indebtedness at the time of the purchase. Of course, it would be very confusing to have two sets of prices in the same establishment, but I understand this is successfully done to some extent abroad.

Some small tradesmen do not send out bills promptly on the first of each month; consequently, they have great difficulty in securing the money due them, which operates to their disadvantage with those from whom they make their purchases. It naturally leads to the impairment of their credit, and may finally accomplish their ruin.

In some communities the custom is, in some instances, to take notes in payment for retail purchases, and it seems to me that this is an abuse of credit. Some time ago I heard of a man who gave his note for his winter's supply of coal. This indicates financial straits that ought to cause a retailer to be extremely careful as to the extent to which he gives credit to such a customer.

If the large retailer sells for cash, he will be able to pay cash for his purchases and avail himself of discounts, which is a very important item where competition is keen. He will then be in a position to offer his merchandise at figures that will attract custom, and be able to sell it much more readily than his competitor who sells on credit. He will also save the expense of the maintenance of a credit department, entailing the employment of a force of bookkeepers and collectors necessary to carry on its work. Furthermore, he will avoid the losses from bad debts that are necessarily incident, to a greater or less extent, to the general extension of credit. While it is true that the losses sustained on retail credits are not, as a rule, very heavy, they are nevertheless felt, with the present narrow margin attending mercantile transactions, and, moreover, a large amount of capital can be tied up in slow accounts.

ADVANTAGES OF THE CASH SYSTEM.

To show the advantages to be derived from conducting business on a cash basis, especially in large transactions, a little article—a silver-back hairbrush—owing to competition, has been reduced in price to $4; from this price there is a discount of 10 per cent. for cash. The small retailer is generally unable to avail himself of this cash discount, so the brush costs him $4. An order for three thousand of these brushes was recently filled for a large department store at a net cash price of $3. The manufacturer, to be sure, did not make much, but he was able to keep his plant in operation during the dull times, with the certainty of receiving his money, which came to him all at once. The department store could retail these brushes for cash at $3.90 each and make 30 per cent. profit, and yet, you see, the brushes would be sold for less than the cost to the retailer. They were only able to do this by handling their business on the cash basis.

It is said, however, in favor of the credit system, that the customer is likely to become more or less attached to the store where he has an account, and to purchase there all his supplies that it can furnish. He will also be inclined to trade beyond his requirements, which will result in temporary profit to the merchant, provided he is certain to receive his pay, though extravagance in any form should not be encouraged and is not a desirable habit for a customer to acquire.

This system also saves a great deal of time and annoyance to the customer in waiting for change, by making it possible to pay in one sum the bills for a considerable period of time.

The merchant who gives credit may do a very extensive business and appear to be enjoying the fruits of prosperity in good times, and he will doubtless succeed in handling a larger volume of trade than the one selling for cash, but when a panic comes and depression sets in, and the incomes of his debtors are depleted or entirely suspended, he will in many instances be forced to the wall, while the cash merchant, who did not owe anything and had no one owing him, will continue his business as usual, and will probably make more money twice over than he lost by not selling on credit when times were favorable; but even if the credit merchant succeeds in weathering the storm, his books will bear unmistakable evidence of financial wrecks left in its wake, which will be painfully apparent when he requires money to meet his maturing obligations and replenish his stock.

JUDICIOUS CREDITS.

Judicious credits are of incalculable benefit; but I think that in retail lines they should be carefully restricted. It seems to me that the merchant who brings his business nearest a cash basis will eventually find he is the most prosperous.

It is difficult for those who live in large cities where people are paid for their labor weekly, semi-monthly or monthly, to judge of retail credits in smaller towns where conditions are essentially different.

In farming and manufacturing districts credit is, in many cases, a necessity. Take, for example, a farmer owning a large tract of land but without enough money to enable him to till it. He desires, say, to sow it with wheat, which perhaps, he may have to purchase. While he is preparing for the crop it is necessary for him to have a line of credit, as he has to wait for a number of months for the returns from his harvest. While the crop is growing he must live, and, perhaps, maintain a family. Comparatively few farmers can cultivate their farms and pay cash for everything; and if no credit were extended, they could neither purchase nor produce anything. But credit, even in this case, must be kept within the limits of prudence, and the farmer should not be

*Extracts from a paper read before the Credit Men's Association of the United States.

trusted $500 when he is only entitled to $100.

Co-operation is the key-word of successful reform, and merchants should freely exchange confidence relative to customers, especially with a view of giving warning against those who are unworthy of credit. They should impart candid information, and should not hesitate to communicate the unvarnished truth.

WHEN WE KEPT STORE.

Do you remember, Brother Joe, the dear old days when we
Embarked in brisk commercial life, as hopeful as could be?
Investing all the hoarded wealth of copper cents and dimes,
And going into bankruptcy at least a dozen times?
A dozen times at least, I say, but fancy it was more,
We failed, and ate our stock of goods,
When we kept store.

We opened in a coal house once, with eighteen gaudy sticks
Of candy in an old fruit jar. (A nickel purchased six,
And having fifteen cents we stocked as far as we could go,
Buying direct from Mr. Mears, the groceryman, you know);
But not a customer appeared, I very much deplore
To say, in fact, none ever came
When we kept store.

One time you sold your rags and bones, and I gave you a whip
Which you had coveted for half a working partnership,
And, invoicing some peppermint, some pins and indigo,
We opened in the haymow with our spirits all aglow.
We thought the pins and blue would lure housekeepers by the score,
But ne'er a person came to buy,
When we kept store.

We vigorously advertised in sheets most neatly penned,
But if the people read our bills they did not comprehend,
Or, comprehending, trusted not merchants of tender years,
But most discouragingly stuck (in trade) to Mr. Mears,
Driving us by the scantiness of patronage once more
To eat our edible assets,
When we kept store.

Trading in wheat, I've managed to lay up a fair amount,
And you, I understand, possess a pretty bank account,
Kind Providence has treated us extremely well as men,
But sometimes I look back and wish that once, just once again,
We two might for an hour or so, be boys just as before,
Eating the stock which failed to sell,
When we kept store.

—Chicago Record.

Application has been made for the incorporation of F. C. Colwell & Co., Limited, as general merchants, St. John, N.B.

"It's Wonderful"

Said a gentleman in our office a few days ago, "how you people have built up this business to such an extent in such a short time."

It **seems** wonderful, yet it's the most natural thing in the world. We have a better paint than anybody else, and we push it harder than anybody else.

That's the whole explanation. That's the simple—but powerful combination.

You can do the same with our goods.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

W. GILBERTSON & CO.

Limited.

Ponterdawe Steel, Galvanizing and Tinplate Works

Ponterdawe, near Swansea — **South Wales.**

Makers of . . .

Best Siemen's, and Best Siemen's Basic Steel, Steel Sheets. . . . .
Galvanized *patent flattened* and Corrugated Sheets: Brands are, *"Lincoln," "Comet," "Regina," "Gwyned,"* also *Tinplates and Terneplates* of all best makes. (No Bessemer quality made.)

ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

MACHINERY AND MECHANICAL DEPARTMENT.

AMERICAN INGENUITY.

ABOUT a year ago a French officer of engineers was shown through one of the largest machine shops in the city of Philadelphia, and his attention was called to a great traveling crane, the enormous iron planing machines, the big lathes and other large tools, but the visitor appeared to be quite unimpressed and taciturn. This was attributed partly to the fact that although he understood what was said to him fairly well, he could speak English only with difficulty. He appeared to be unobservant of the large tools, but was greatly interested in a small, insignificant looking machine used for sharpening the little cutting tools belonging to the big lathes and planing machines. When he had completed his tour of the works, and was about to depart, he delivered an interesting little speech, of which the following is the substance :

"I have been in America six months and have visited the mines and manufacturing establishments in the east, west, south and north ; I have seen the most gigantic engineering operations and the most powerful machinery in the world ; but I shall report to my Government that the biggest things in America are the little things.

ECONOMY IN WORKSHOPS.

"The French people are experts in domestic economy and live comfortably by saving what your average families throw away, but Americans are, on the other hand, experts in industrial economy. You make money by saving wastage in business and you lose some of it by wastage in your domestic economy. The attention paid to small details in your big works is amazing to me. I have visited some establishments where I believe that the profits are made not in manufacture proper, but in the saving of materials and labor by close attention to details that are with us unconsidered trifles. For example, I saw in your shops just now a little grindstone in operation automatically sharpening lathe and planer tools. This machine cost probably as much as a hundred of our ordinary grindstones cost, but I see that it automatically grinds all the tools for three hundred high-priced mechanics, and it only works a few hours each day. The skilled mechanics in our country frequently stop their regular work to grind their own tools, and then they do it imperfectly, your tools are all accurately ground to the best shape by this machine, so that they do more and better work on this account in a given time. I believe that the machine has brains, the brains of the inventor, and it has, no doubt, revolutionized work of this kind in American machine shops. This is but one case out of many that I have noted."

This visitor was more observant than he appeared to be, for he correctly defined a peculiar characteristic of American inventive genius. The great engineering undertakings, the immense manufacturing establishments, and the leviathian machinery are, of course, most conspicuous and impressive, but these things are comparatively few in number, while the novel improvements in little things, usually classed as "Yankee Notions," are legion, and each one contributes its mite towards the general sum of prosperity of the business of the country. An American writer on mechanical topics says the value of attention to details in shop work is becoming more and more appreciated, and special tools for accomplishing accurately and quickly minor operations formerly done in a perfunctory manner, without method or skill, are among the many advantages resulting from such careful study of little things.

ECONOMY IN FUEL.

The money value of saving waste time, labor and material is often surprising. Recently, the manager of a railway company in New England determined to ascertain whether there was any fuel value in the small particles of partly burned coal which are thrown out of locomotive boilers by the strong draught and caught by the spark arresters. These sparks, as the particles of coal are called, collect in considerable quantity in the ashpits at the round house where the fires are raked and the engines cleaned. They are generally hauled away to some convenient dump. By making a few changes in the grate bars it was found that the sparks formed excellent fuel for stationary engines. Several large power-houses are using them, tons are collected daily, and are now used as fuel, the cost for labor and incidentals being very small.

There is a large tin can manufactory at Point Breeze, in Philadelphia, where cans for holding coal oil are made by automatic machinery. Even the soldering is performed without the aid of human hands. Formerly a small globule of solder collected at each corner of the can, a "wiper" was devised for removing this drop, and the saving in solder thus amounted to a large sum annually.

At the great beef-packing establishments in the west, not a hair, nor a bone, nor a drop of blood is wasted, and Mr. Armour has stated that his fortune was made, not in the profits on the sale of meat, but in the saving of parts of animals that are always thrown away by the ordinary country butcher.

Not long ago a new material was put on the market, under a meaningless trade name, for use in certain metallurgical work. This material was sold at a low price compared with the prices of standard materials commonly used for the same purposes. The new compound was tested at a large establishment, and found to work well. It was then submitted to chemical and microscopical examinations, when it was found that the compound consisted of sweepings from some factories. The refuse materials had to be ground to a coarse powder, and otherwise disguised. There was no fraud nor deception whatever in this proceeding, but probably a large margin for profits for a new business was created by simply collecting and utilizing substances regarded as rubbish. —English Engineer.

POSTAGE ON CANADIAN NEWSPAPERS AND PERIODICALS.

Mr. Mulock, the Postmaster-General, has introduced in Parliament a measure to impose postage on Canadian publications after January 1, 1899. The rate will be ¼c. per pound at first and then ½c. per pound. Publications in towns and villages (not cities) will continue to be carried free in a zone ten miles around place of publication. The publishers of Canada take the announcement with some philosophy, principally because they do not wish to appear as sturdy beggars, asking for the free carriage of the mails when other people have to pay. At the same time, the burden upon certain classes of publishers will be heavy, mainly on account of the discriminating nature of the charge. The town and country papers are, for the most part, to escape altogether. The United States publications will continue to get free transportation in Canada owing to the international agreement between the post-office authorities of the two countries. For these reasons, the new charges are not being laid equally upon all, but discriminate more or less against some periodicals.

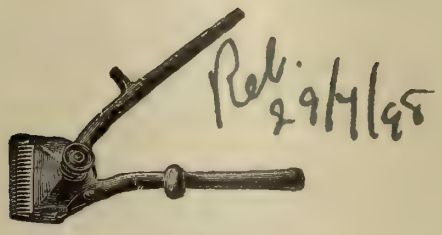
The trade papers are hit hard, because they are usually printed on a heavy-toned paper, and the postage rate will be upon weight. The more successful they are, that is, the larger their circulation, the more they will have to pay. The publication of trade papers becomes, therefore, a greater uncertainty than ever. They have always been at the mercy of business conditions, for when business was bad their profit was small ; in future the Government will add a new element of uncertainty by taxing them in proportion as they succeed. The religious papers, too, will feel the blow, as they must compete with similar papers of the United States that are to be carried in our mails free. The attitude of the legitimate publishing firms generally is probably this : they do not defend free postage, and if the impost comes it should be laid upon all equally.—Bookseller and Stationer.

H. S. HOWLAND, SONS & CO.

37 Front Street West

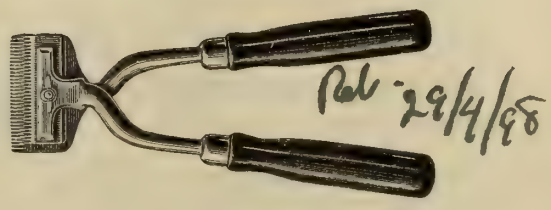
HARDWARE MERCHANTS

TORONTO



Toilet Clipper

Handy
Stewart
Perfection

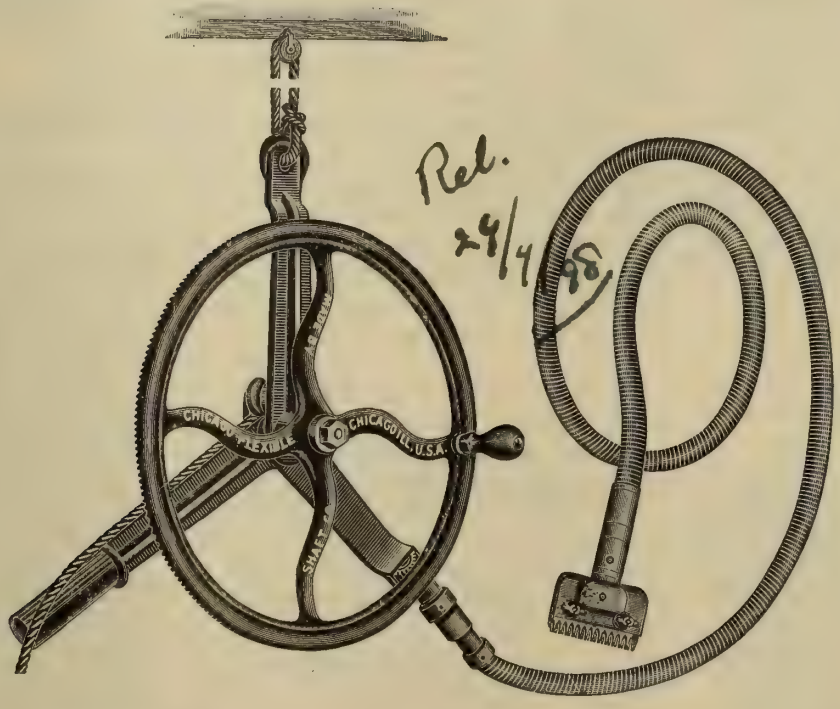


Horse Clipper

Keen Cut
Perfection
Newmarket

No Belt

No Slip



Fastest Cutting

Simplest and Best

1898 New Machine Horse Clipper 1898

Simplest and best working machine ever made. Speed 18,000 revolutions per minute. Can't get out of order. Always ready for use.

H. S. HOWLAND, SONS & CO., TORONTO

Graham Wire and Cut Nails are the Best.

THE PRINCIPLES OF BUYING.

TIMES have certainly changed since the period when it was the custom to buy goods twice a year in sufficient quantities to last several seasons, remarks Stoves and Hardware Reporter. The practice is almost completely changed now and selections in the early season are often confined to specialties and some novelties, which are manufactured in a more or less limited quantity and give a choice in designs and different makes. The conservative retailer also purchases an amount of staple goods which will answer his customers' needs. While doing this he exercises precaution not to overstock in any particular line, nor does he place orders for larger quantities than he is almost certain he can dispose of in a manner which will enable him to avail himself of the most favorable cash discounts. When it is needful, with this foundation stock on hand, he can replenish as often as he desires. By the exercise of prudence and forethought his stock is kept so well in hand that he is thus in a position to take advantage of any offer which may prove beneficial to himself. These are frequently made by various wholesale houses during the mid-season. There is an additional advantage connected with this method of buying, and that is the merchant has a new and fresh line of goods always in stock to show his customers.

When bills are distributed in this way by frequent buying he has no trouble in meeting them at the proper time. If purchases are thus made by the retailer as the current demand may fluctuate, he will have no reason to complain if weather is bad and trade is not so good. In cultivating caution and care the dealer will have fewer old goods in stock and that which he does possess will be cleaner in every sense of the term. In this progressive age a well assorted stock is necessary in smaller towns as well as larger cities. With this in mind it would be well for the merchant to comprehend that it is not entirely a matter of the size of his business, but the number of times it is turned during the year that makes the successful merchant.

THE TRAVELING PEDDLER.

The itinerant peddler is of no earthly use to a town. He gives nothing to churches or public expenses. He has nothing in common with the people in a town. He can swindle, and he often does, getting into the next town or state before his victims fully realize how badly they have been taken in. The home merchant has a reputation to sustain. He bears his share of the expenses of the town. When a subscription is passed he is the first to be approached. He builds a house and makes other permanent improvements that enhance the value of our property. He helps pay for the churches in which we worship, and the schools to which we send our children. He cannot afford to misrepresent his goods or swindle his customers. Self-interest alone prevents this. It is not difficult to decide which of the two classes of merchants should receive the patronage of the people.—The Storekeeper.

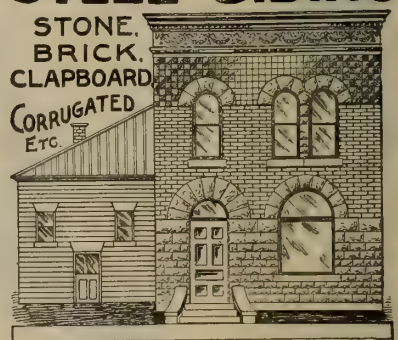
BRITISH AID FOR DRY DOCK AT ST. JOHN.

AT a meeting of the St. John, N.B., common council, on the 6th inst., Mayor Robertson stated he had had for a long time in mind a work which he felt would result most advantageously to the city. He had already sent, through Hon. Mr. Blair, a letter to the British Government asking assistance in the provision of a dry dock at this port. St. John had become, in the eyes of the world, an important place during the past two or three years because of the development of the winter port business. This, he hoped, would enable the city to induce the Imperial Government to come to our assistance in this matter. The Federal Government would, without doubt, do as much for St. John as they had done for Halifax. Then, the local Government should lend a hand, and the city itself could possibly afford to do more than provide a site for the dock. A dry dock would be a necessity here in the course of three years. Its provision would be the initial step in the introduction of iron shipbuilding here. Canada was throwing wide open her doors to England, and the result would be that a greater interest would be taken in Canada by the Mother Country.

The Mayor here dwelt upon the interview he had at Ottawa with the Manchester delegation, and the hope the gentlemen composing that party expressed, that St. John and Manchester might be drawn close together in a business way. St. John should, under all the circumstances, send a representative to England. He had served the city as mayor for four years, during which time he had used every effort to promote the interests of the city. He would be able to proceed to England in the course of a few days and spend several weeks there as mayor, in which capacity he would be able to do more for St. John than he could otherwise accomplish. The Federal Government were willing to assist him in every way, and the Lord Mayor of Manchester had undertaken to lend him a helping hand. His Worship, in closing, said he was willing to undertake the work, in which he trusted he would attain some degree of success. It was for the council to say whether he should go or not.

The mayor's suggestion was favorably commented upon, but final action in the matter was deferred.

W. C. CRAWFORD
Tilbury, Ont.
Manufacturer of all kinds of
WOODEN HANDLES
Including
AXE, FORK, RAKE, HOE, SHOVEL, SLEDGE, PICK, HAMMER, PEVIE, ETC.
We also make Tapered Pike Poles, Doubletrees, Neckyokes, Whiffletrees, etc.
We thoroughly season all our material in Hot Blast Kilns, constructed especially for drying hardwood, therefore our goods remain straight. OUR CUSTOMERS ARE NOT OBLIGED TO PAY FREIGHT ON WATER. We grade high, finish perfectly, pack neatly and guarantee our goods to be second to none.
Write for Price Lists and Discounts.

WIRE NAILS
TACKS
WIRE
Prompt Shipments
The ONTARIO TACK CO.
Limited
HAMILTON, ONT.
STEEL SIDING


For
Stores, Houses, Halls, Barns, Sheds, Churches.
Entirely water, wind, storm and fire proof. Will last 100 years and always look well.
Cheaper than matched Lumber. Shipped from factory all ready to apply. Fully illustrated catalogue sent on request.
The
PEDLAR METAL ROOFING CO.
Oshawa, Ont.

Standard Steel Toe Calks

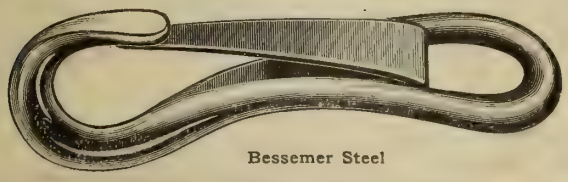
WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = *Saint John, N. B., Canada.*

OUR LATEST IN SNAPS.



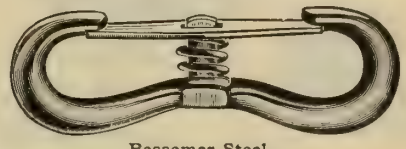
Bessemer Steel

SOLID STEEL ROPE SNAP.

½ in. Sizes. ⅝ in.

No Cast Iron.

No Rivets.



Bessemer Steel

DOUBLE BIT SNAP

Made in Two Sizes.

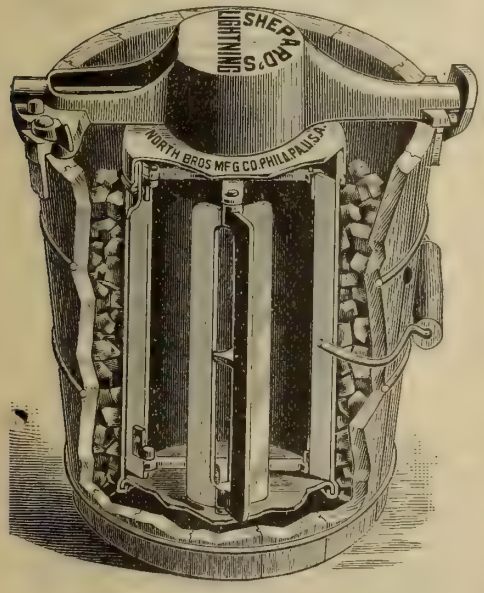
Size of Cut for Bits.
Twice Size of Cut for Breast Chains

ONEIDA COMMUNITY, Limited,
NIAGARA FALLS, ONT.

THE BEST ICE CREAM FREEZERS

"LIGHTNING."

Interior view of Freezer.



. . . HAVE . . .

New Automatic Twin Scrapers

that insure positive and continuous scraping of frozen cream from side of can.

White Cedar Pails

with Electric-Welded Wire Hoops, guaranteed not to break or fall off.

Drawn Steel Bottom Cans

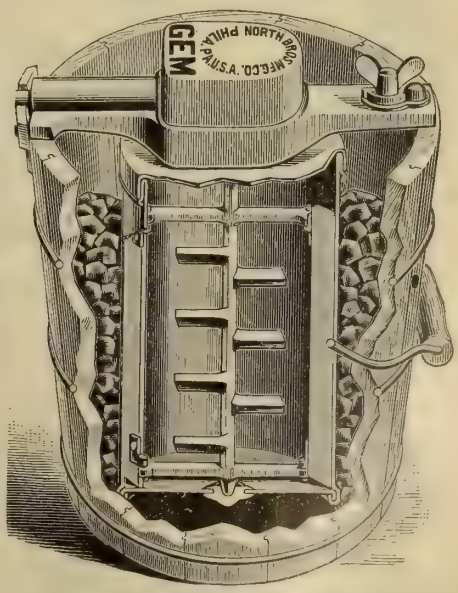
guaranteed not to break or fall out. Strongest and most durable Pails and Cans.

SOLD BY LEADING JOBBERS EVERYWHERE.

Catalogues mailed free on application.

"GEM."

Interior View of Freezer.



NORTH BROS. MFG. CO., Philadelphia.

SITUATION WANTED.

WANTED—BY A YOUNG MAN WITH SIXTEEN years' experience in the Hardware and Sporting Goods business, a situation as salesman or traveler. Best of references if required. Address, GEO. F MORGAN, 78 St. James St., Ottawa, Ont. (16)

SITUATIONS VACANT.

AGENT, TRAVELLING—WANTED ENERGETIC man who knows the hardware trade thoroughly to represent old established Sheffield Cutlery House; good, commission; references required. All replies to Box 8 Sheffield Post Office, England. (17)

SPORTING GUNS — Agent or Dealer wanted in Montreal, by an English house, for the sale, on commission, of the well-known "Francotte" Sporting Guns, of which a case will be provided for show and sale. Only respectable and experienced men dealt with. Write L. LEPERSONNE & Co., 99 Cannon Street, London, England. (17)

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

REMINGTON

New Models for 1898 are the

Improved No. 6
the New No. 7
and the New No. 8

PAMPHLETS ON APPLICATION

EDISON'S MIMEOGRAPH—A new Duplicating Device. 1,000 or more copies from one original. Circulars produced ¹/₁₀ cost of printing.

Chas. E. Archbald
45 Adelaide St. E., TORONTO

Lithographing and Printing A SPECIALTY.

WANZER LAMP & MFG. CO.
Hamilton, Ont.

INVERNESS, P.Q., Feb. 14th, 1898
WANZER LAMP & MFG. CO.,
Hamilton, Ont.

GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.

Very truly yours,
JOHN YOUNG.

WANZER.

Write us for illustrated and descriptive pamphlets and testimonials.

"THE DAISY"

Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than** all other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED

Headquarters, London, Ont.
Eastern Branch, 60 McGill St., Montreal, Que.

BUSY IRON MILLS.

MR. W. SMAILL, of the Canada Horse Nail Co., Montreal, was in Toronto last week en route for home, after having paid a visit to Pittsburg and other iron centres in the United States.

He said the mills he visited were extremely busy, some of them finding it necessary to run night and day staffs seven days a week. As an evidence of the activity in Pittsburg Mr. Smaill handed HARDWARE AND METAL the following clipping which he had taken from a daily paper published in that city:

All records for the production of steel were broken at the Duquesne steel works plant of the Carnegie Steel Co., Limited, in March, and the fact will be displayed by a monster electric sign along the mill roof. The four big furnaces produced 66,000 tons, notwithstanding many serious break-downs. This is far ahead of anything accomplished in the world before. The greatest individual record was made by furnace No. 1, it producing, on March 18, a tonnage of 638. The converting mill made 49,450 tons of ingots, the greatest run being on March 1, when 2,058 tons were produced. The figures in the rolling mill department reached 41,900 tons, the greatest day's work being March 1, when 1,811 tons of finished material were produced. This is also a world's record.

DOUBLE TRUSS CORNICE BRAKE.

The Double Truss Cornice Brake Co., of Shelburne, Ont., offer to the trade the double truss cornice brake, a cut of which is shown in its advertisement on another page. This brake, which is made in any length from three to eight feet, has been on the market for some time and has given entire satisfaction, as testimonials show. The main portion of the brake is constructed of strong maple timber. The leaves are steel-faced, and each one is trussed by the company's patent double truss system, which is adjustable, and with which extra tension may be applied to the centre of the leaves. The ends of each leaf are protected by heavy malleable castings, driven on firmly. This prevents the leaves from checking or warping. The truss rods pass through these castings, which form a solid support on the end grain of the wood. The firm guarantees the brake to bend 22 gauge iron straight and true its entire length. It also has a handy beading attachment. Descriptive circular and list of testimonials sent on application.

CATALOGUES, BOOKLETS, ETC.

One of the most concise catalogues issued this year has been gotten up by the Manufacturers' and Merchants' Cycle Co., Ltd., Toronto, manufacturers of Ivanhoe bicycles. Illustrations and specifications of their road wheel, their racer, and their men's and combination tandems, with special illustrations of their handle bars, pedals and chains are given in such a way that the points can be readily grasped by the general public.

Cornwall Canal and River Reaches

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improvements at Upper Entrance of Cornwall Canal and River Reaches" will be received at this Office until 16 o'clock on Saturday, the 30th day of April, 1898, for the works connected with the widening, straightening and deepening of the Upper Entrance of the Cornwall Canal and the River Reaches between Cornwall and Coteau Landing.

Plans and Specifications of the work can be seen on and after the 15th day of April, 1898, at the Office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's Office at Cornwall. Printed forms of Tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $17,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the conditions requiring the works to be wholly completed by the 30th day of November, A.D., 1898, will be rigidly enforced and all penalties for delay exacted.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 6th April, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (18)

ISLAND CITY
Paint and
Varnish Works

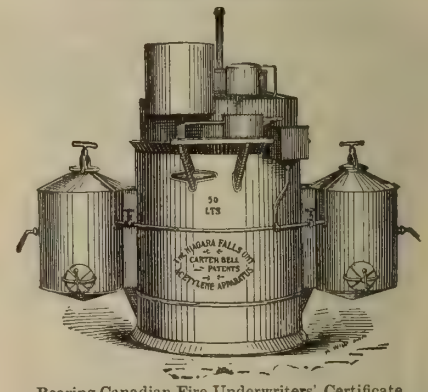
. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



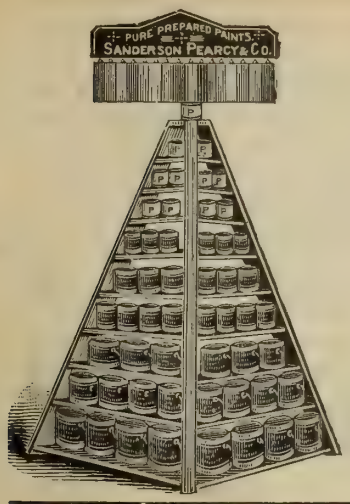
Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfec ly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited



HEADQUARTERS FOR

PAINTS, OILS, VARNISHES and PAINTERS' MATERIALS

Sanderson Pearcy & Co.

TORONTO

John Bowman Hardware and Coal Co.,

LONDON, ONT.

New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.

PORTLAND CEMENTS

Best German, Belgian, and English Brands.

Fire Bricks, Fire Clay
Flue Linings, Flue Covers
Drain Pipes
Scotch and Canadian Tiles
Calcined Plaster
Granite Hard Wall Plaster

Wheelbarrows
Scotch Cranes and Derricks
Cement Concrete Mixers
Garden Vases
Ornamental Chimney Tops
Mortar Stains

A full stock of Builders' and Contractors' Supplies.
WRITE FOR QUOTATIONS.

W. McNALLY & CO., Montreal

ADVERTISING.

"IF the choice were offered to the writer of advertisements of insuring proportionate returns from a five-inch space costing $50 and an inch space costing $10, the chances are that he would take the responsibility of the larger space at the higher price," said the advertising manager of a hardware specialty manufacturing concern, to an exchange. "In the first place there would be a consideration of the mental labor involved. The larger space would naturally give that prestige which is, in some cases, inseparable with what is prominent by its size. There would also be a better opportunity for display and large type. And there would be more space which could be employed for the telling of the story, perhaps, even room to tell it twice, so that both the stupid and the intelligent people would be appealed to by it. This tendency which many people have, to save mental labor in advertising, often causes them to spend more money for space than their business prospects justify. It also prevents many people from advertising at all, because they cannot afford a large space and yet cannot see the use of the trouble and toil necessary to make a small space bring the returns it should. Still, the principle of the 'little farm well tilled' finds its counterpart in the small advertisement well filled. It doubtless requires more mental effort to make an inch space bring returns than it does to make a five-inch space bring a profit. This may seem rather discouraging, but it is simply a phase of the competition between the large and the small. It is absolutely necessary for the small space advertiser to put as much time and thought into the diminutive notice as the large advertiser does into his greater space. He studies the possibilities of display which may be obtainable in a small compass, as well as the happy faculty of saying a great deal in a few words. The experience gained in filling small spaces acceptably is valuable when the time comes to fill larger ones."

IRON FOUNDRYMEN COMBINE.

A Cleveland, Ohio, despatch says: The initial steps toward the formation of one of the biggest combines in the history of the iron business were taken at a meeting held here, April 12. Practically all the manufacturers of foundry iron between the Allegheny and Rocky mountains were represented. The present movement is the direct result of the formation of the association of Bessemer furnace men, recently completed in this city. The men who are to go into the new combination, however, are what are known as non-Bessemer men, the manufacturers of foundry iron, who do not work Bessemer ore. The non-Bessemer manufacturers of the south and of the east have already formed two strong organizations. The meeting of the western men here to-day was for the purpose of forming the manufacturers in this territory into a sub-organization, and then merging all the three organizations, covering the east, west and south, into one big combine. At to-day's meeting the western manufacturers appointed a committee to bring the plan to a focus.

THE SO-CALLED PIG IRON TRUST.

Somewhat extravagant stories have been circulated in the press concerning the plans of the blast furnaces who make foundry and forge pig iron for the open market. Some time since it was suggested that some form of co-operation be attempted to improve the condition of the trade by other methods than price arguments. This led to the idea of having the producers in different sections, forming natural groups, come together to elect delegates or representatives for a gathering to be held on April 22, in New York. For Alabama such a district organization was already in existence. Eastern Pennsylvania has been working on the same lines, fitfully, for some time, and last week appointed a committee of five. Now the Mahoning and Shenango valleys have taken the preliminary steps, and the Chicago district is reported to be willing to attend. Ohio makers will meet at Portsmouth, and other districts will probably send representatives to the New York conference. Beyond the proviso that nothing is to be attempted in the way of direct establishment of prices, nothing but preliminary suggestions have been formulated, which look toward some means of checking production to the extent of the very moderate percentage needed to put the market on a sound basis, or of pushing the troublesome surplus further afield in foreign markets.

The whole undertaking starts out with a very serious handicap of doubt and with the task of overcoming the indifference or opposition of some of the strongest interests. The industry, however, is in so serious a condition that proposals to place it upon a modestly remunerative basis receive at least consideration. To call this timid enterprise a "gigantic trust" is somewhat extravagant, however.—Iron Age.

HANDLING NAILS.

Nails are a never failing source of profit to the hardware dealer. Good management can be shown in the display of nails. The bins under the counter can always be kept nicely painted, or sheathed with clean zinc and with a three-pronged claw and a copper hand-shovel, the clerk can deal out nails all day without wounding or soiling his fingers. I have seen stores where the boys were obliged to dig out nails with their fingers; whether their employers ever failed I don't know, they certainly deserved to.—Hardware Dealers' Magazine.

TRADE CHAT.

A NEW bicycle factory is being erected in Stratford by Kalbfleisch Bros., manufacturers of the "Emperor" wheel. The new building will be a fine one, the ground floor being used as a showroom, the second storey as a workroom, and the basement for storage purposes. The output of the factory will be considerably increased.

The Brantford binder twine works have reopened, a full force of 70 men now being at work.

Gauvin Bros., Magog, Que., will build a large wholesale and retail store this spring. Other new buildings are also contemplated in Magog.

Last week, the employes of the Kingston foundry presented Mr. Frank Raney, one of the partners of the firm, with two handsome chairs, on the occasion of his marriage.

WHAT A CONTRAST.

We have just had an example of the stupid way in which some British manufacturers play into the hands of foreign houses. A correspondent wrote for quotations on wire nails to two firms, one a Midland manufacturer and the other the London office of a German manufacturer. He addressed his enquiry to both in precisely the same. The English firm replied with the utmost curtness, on a postcard, simply saying: "We do not supply small lots of nails; not less than one ton"; not giving any quotation. The German firm replied courteously, quoting for 2-ton lots at inquirer's station, with terms. Our correspondent pertinently asks: "Do you think I would do business with the English firm after their p.c.? My order, I trust, will be over two tons, but I just send this to you to show you the different ways of an English and a foreign house." We can only say that we should act as our correspondent proposes. British manufacturers have enough to contend with without laying themselves out to be unaccommodating, we should suppose, and certainly in the wire nail trade they can't afford to throw away points like this. It is all of a piece, however, with the phelgmatic British temperament, which sits down stolidly behind the counter and grumbles first at every customer who enters the shop, unttl it grumbles because no customers come.—Hardwareman, London, Eng.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale

Hardware Dealers! When placing your orders for EDGE TOOLS of all kinds always specify

James Warnock & Co's Goods.

Give no orders for CHOPPING AXES until you have seen our samples and prices. We have something Special that you want.

JAMES WARNOCK & COMPANY

GALT, ONTARIO

A good Bicycle is the cheapest Bicycle to buy. Beware the shoddy wheel.

Don't buy a Bicycle that's built too cheap to be fitted with Dunlop Detachable Tires.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 14, 1898.

HARDWARE.

THE week has recorded a continuation of the activity noted previously, and all goods on the list have contributed a brisk trade. This applies to cut and wire nails, horseshoes, bolts and rivets, etc. Coach screws are 5 per cent. firmer than they were a week ago, while there has been an exceptionally brisk enquiry for all kinds of firearms. The same can be said of tools and cutlery, while cement is much higher than it was a week ago. Altogether, merchants report that their spring turnover has been most satisfactory, and indications are that the active demand will continue throughout the present month.

BARB WIRE—There is not much doing in barbed wire, and the price is unchanged at $2 f.o.b. Montreal.

PLAIN WIRE—There is a quiet movement in this line, and discounts are 40 per cent. for oiled and annealed, and annealed, and 35 per cent. on galvanized.

WIRE NAILS—In fair enquiry at steady prices, viz., $1.90 f.o.b. Montreal.

CUT NAILS—The demand for these has been quite active at steady prices, $1.85, Montreal, Toronto, Hamilton and London.

HORSE NAILS — Business quiet and discount unchanged at 50 per cent.

HORSESHOES — The demand has been rather better this week and prices are unchanged We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos.0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—There has been a fair demand, and coach screws are held rather firmer this week at an advance of 5 per cent. We quote as follows: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—There is a fair demand for all sorts. Discounts are as follows: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS—Trade has been fairly good. Discounts are: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE—Steady, as last reported, on the basis of 20c.

FILES—Dull and unchanged. We quote as follows: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—In moderate enquiry.

FREEZERS—Quite a few orders are received for these, chiefly in the medium sizes.

SPADES AND SHOVELS — Discounts unchanged and business fair.

QUEEN DOUBLE BAILED KETTLES

Imperial Enamelled Ware

Patented in Canada, U. S., England, France, and Germany.

THE OLD WAY. MAKE COOKING A PLEASURE. THE NEW WAY.

Every kettle provided with a cover which is retained in position when pouring.

A Quick Seller

Write at once for prices.

The escaping steam scalds the hand which holds the kettle.

The escaping steam cannot scald the hand.

THE McCLARY MFG. CO., LONDON, TORONTO, MONTREAL WINNIPEG, VANCOUVER.

VANDERGRIFT
APOLLO
IRON & STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

If you think one make as good as another, you do not know Apollo.

No other make is equally soft, flat, of uniform gauge, and workable.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, MONTREAL

Abbott & Co.
ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TOOLS — There is quite a fair demand for tools.

CUTLERY — Enquiry for pocket knives and hunting cutlery is well maintained.

SPORTING GOODS —There is an active business doing in rifles ; in fact, all sorts of firearms and ammunition.

SHOT—Quiet and unchanged. We quote: 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

BUILDING PAPER—In fair enquiry as follows: Plain, 25c.; tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES –Strap hinges of all sorts are moving well.

CORDAGE — Enquiry brisk and prices steady. We quote as follows : Sisal, 7-16 and upward, 7¼c. ; ⅜, 7¾c. ; 5-16 and ¼, 8¼c., and 3-16, 8¾c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

BINDER TWINE — There is no change to report.

GREEN WIRE CLOTH—Moving in a fair way.

CEMENT—The market is much firmer and prices have advanced sharply, $2.30 to $2.45 now being asked for English, and Belgian is not quoted.

FIREBRICKS — There is a steady trade in these and prices are stiff, at $16 to $21 per 1,000, as to brand.

METALS.

There has been a firmer feeling in iron pipe in the States where values have advanced 7½ per cent. and present prices here are firm. Other lines are generally steady also and a good trade is doing.

PIG IRON—There has been some fair contracts closed for Hamilton pig at firm prices. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens, $16; Summerlee and equal brands, $18 to $18.50 ; Buffalo, $16.

BAR IRON—In rather better enquiry $1.40 to $1.50.

BAND IRON — Fair demand with prices firm at $1.75.

HOOP IRON—In fair enquiry with prices steady at $1.75.

SHEET IRON—In good demand both for prompt and forward shipment. We quote: $2.15 on 10 to 16 gauge ; $1.90 on 18 to 20 gauge; $2.10 on 22 to 24 gauge ; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—Unchanged. We quote : 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40 ; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45 ; 28, $2.45 to $2.55 ; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3 ; 22, $3.10 ; 24, $3.50; 26, $3.75.

LEAD PIPE—Good demand, with prices firm at 7½c. for composition waste and 7c. for lead pipe ; discounts, 27½ per cent.

SANDERSON'S TOOL STEEL

Established in Sheffield 1776
in Syracuse, N.Y., 1876

We are now carrying a complete stock of this well known and popular make, and will be pleased to quote prices.

A. C. LESLIE & CO.
Canadian Agents MONTREAL

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

GALVANIZED IRON — A fair demand is experienced. We quote: Queen's Head, No. 28, $4.10 to $4.25, and Comet brand, $3.75.

TINNED IRON—Unchanged at 5½c. for 6 x 30, No. 24.

PIG LEAD—Very firmly held, with demand good at $3.75.

INGOT TIN—Stiff, both abroad and on spot, and we quote 16½c.

INGOT COPPER—Firmly held at 13 to 13½c.

SHEET COPPER—Unchanged at 16 to 17c. for sheathing, and 16½ to 16¾c. for roofing.

CANADA PLATES—There has been an active enquiry for these and we quote $2.10 to $2.15.

TIN PLATE — There is a fair enquiry for these also. We quote as follows: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I.X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80; Bradley's $2.50.

TERNE PLATE—In fair demand and firm, at $5.75 to $6.

COIL CHAIN—Steady and unchanged. We quote: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25; 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—In fair enquiry, while prices are quite stiff, at 5½ to 5¾c., as to quantity.

SOLDER—As last reported, at 11 to 11½c.

SPELTER—Continues quiet at $5.

IRON PIPE—Fairly active. We quote as follows: Black pipe, ¼-inch, and ⅜-inch, $1.95; ½-inch, $2.15; ¾-inch, $2.60; 1-inch, $3.55; 1¼-inch, $4.65; 1½-inch, $6.10, and 2-inch, $8.20. Galvanized, ½-inch, $3.80; ¾-inch, $4.60; 1-inch, $6.35; 1¼-inch, $8.75; 1½-inch, $12.25, and 2-inch, $17.

SANITARY WARE — Continues stiff as last reported.

GLASS.

There has been a good demand for glass, and prices are firmly held. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The season is advancing, and demand has expanded with the fine weather of the past week. Values generally are firm all round.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 47c.; boiled, 50c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 52c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—9 to 9½c. in cases, and 8½ to 9c. in barrels.

SEAL OIL—45 to 50c.

COD OIL — In demand and firmly held. at 32½ to 37½c.

NAVAL STORES — There has been no change in these. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Quiet and steady. We quote: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9c. for No. 1, 8c. for No. 2, and 7 for No. 3.

ASHES.

There is no change in these. We quote: $3.50 to $3.60 for first pots, and $3.25 to $3.30 for seconds, with pearls $4.75 to $4.85 per 100 lbs.

COAL.

Dull, but steady: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60.

PETROLEUM.

Quiet, with prices steady at the advance. We quote: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

ONTARIO MARKETS.

TORONTO, April 15, 1898.

HARDWARE.

THE wholesale hardware trade continues brisk and payments are fairly satisfactory. There is still an active demand for harvest tools, and spades and shovels, and difficulty is still being experienced in getting enough of the two last named to supply the demand. Business is fairly good in barb wire. Both manufacturers and jobbers are busy on wire nails. Orders for wire nails are small, but there are a good many of them. While horse nails are still dull, the demand is improving. In both sisal and manilla, an improved demand is to be noted. Garden hose is beginning to attract more attention.

BARB WIRE — Orders are still being booked for shipment from Cleveland; also for shipment from local market. We still quote: $1.80 f.o.b. Cleveland, and $2 from stock. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE—Oiled and annealed wire is going out freely. In galvanized there is not much doing. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

WIRE NAILS—Business in this line is being well maintained, with prices ruling much as before. We quote: 10 keg at $1.90, Toronto.

CUT NAILS — Orders are numerous, but the quantities wanted are small. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Business is dull, but improving. Discount, 50 per cent.

HORSESHOES — Very little doing. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS — Business continues good. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS — The activity which for some weeks past has been noted is being well maintained. Discounts are: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS—A fairly good trade is still being done. We quote as follows: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

ROPE — Trade is better this week in both sisal and manilla. We quote as follows: Sisal, 7-16 in. and larger, 7 to 7¼c.; ⅜ in., 7½ to 7¾c.; ¼ and 5-16 in., 8 to 8¼c.; 3-16 in., 8½ to 8¾c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8⅜c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line,

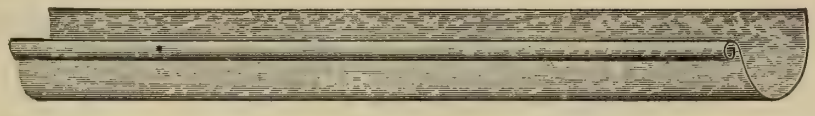
IN ADDITION
to our many Stock Lines of ...

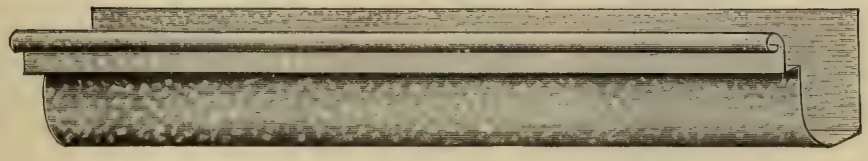
EAVE TROUGHS

AND - - -

CONDUCTOR PIPES

We will make any special pattern to order. We use only the best brands of Galvanized Steel Plate, and sell at such low rates that it's cheaper to buy from us than to make them yourself.





OUR . . .

Corrugated Expansion Conductor Pipe

is ahead of any other pipe made. It is not affected by contraction or expansion, and comes in 10-ft. lengths without cross seam.

Any of these patterns may be had in 8 or 10-ft. lengths.

The 8-ft. Trough is all 28 gauge.
The 10-ft. Trough is all 26 gauge.

LET US HAVE YOUR ORDER AT ONCE.

Metallic Roofing Co., Limited, 1179 King St. W., Toronto

13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Trade is active. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The demand has materially improved. We quote as follows: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—Very little business doing. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES—Business is good in barn door and heavy T and strap hinges. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

GREEN WIRE CLOTH—Quiet. We quote $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—Quite a number of orders are being received this week.

SPADES AND SHOVELS—Still the Canadian manufacturers are unable to supply the demand, and still the manufacturers in the United Stated refuse to quote to Canadian jobbers, because of the arrangement they have with their confreres in the Dominion. Discounts, 45 and 2½ per cent.

HARVEST TOOLS—Trade continues good and prices unchanged.

GARDEN HOSE—Retailers are asking to have orders shipped that were booked some time ago. We quote as follows: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER — Trade is steady. We quote as follows: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

CEMENT—Trade is active, with prices firm. We quote in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

No particularly striking features have developed in the metal market during the week, although the United States-Spanish crisis is causing a somewhat unsettled feeling.

PIG IRON—We heard of some transactions in Hamilton pig iron, but the prices were private.

BAR IRON—There is little or nothing doing. We quote base price $1.50 to $1.60 from stock and $1.40 to $1.45 from factory.

HOOP AND BAND IRON—There has been a little more activity this week, and some sizes are scarce. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL — Trade is fairly good. We quote as follows: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON — Trade shows quite an improvement. We quote as follows: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON — Trade is brisk. Dealers are much in want of their supplies owing to the fine weather, and are requesting that orders booked for shipment May 1 be forwarded as soon as possible. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD — A number of orders have been received this week at 3¾ to 4c. for imported; domestic, 3⅜ to 3½c.

INGOT TIN—Quotations are higher, jobbers this week quoting 16½ to 16¾c. per lb. Trade is fair.

INGOT COPPER—A number of shipments have been made, but in general trade has been quiet. We quote 12½ to 13c.

SHEATHING COPPER, ETC.—A number of orders for sheathing copper, both for import and from stock, have been received this week. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

IRON PIPE—There is a firmer feeling in pipe, but there is such a wide difference in prices quoted that it is about impossible to give reliable quotations this week, but, as far as HARDWARE AND METAL can gather, up to the hour of going to press, the following are the ruling quotations: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87; ½ inch, $2.20; ¾ inch, $2.65; 1 inch, $3.65; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.35. Galvanized, ½ inch, $3.50; ¾ inch, $4.25;

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

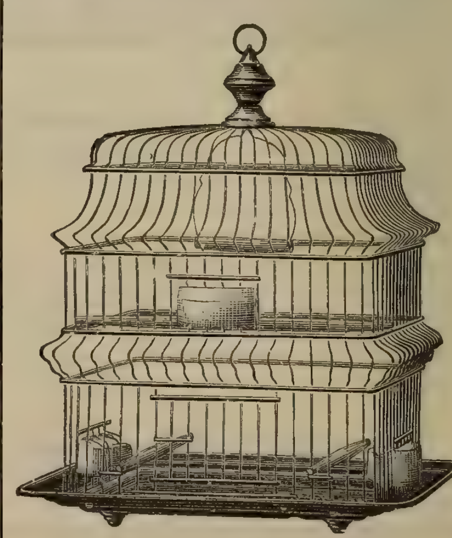
Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

E. T. WRIGHT & CO.



HAMILTON - CANADA.

1 inch, $3.50; 1¼ inch, $8.10; 1½ inch, $10; 2 inch, $14.

SOIL PIPE—Quiet. Discount of 60, 10 and 5 per cent.

RANGE BOILERS — Business keeps fair. We quote: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Nothing doing except for import. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—There is a scarcity of some sizes. Trade is fairly satisfactory and prices firm. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—Trade has been active this week, although there are not many large orders going out. We quote: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—The improved demand noted last week has been maintained. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN—A fair trade is being done. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Orders are only small. We quote: 5½c. for cask lots, and 5¾c. for small quantities.

SOLDER—Trade is moderate and prices steady. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Has been moving more freely, but quantities wanted are small. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

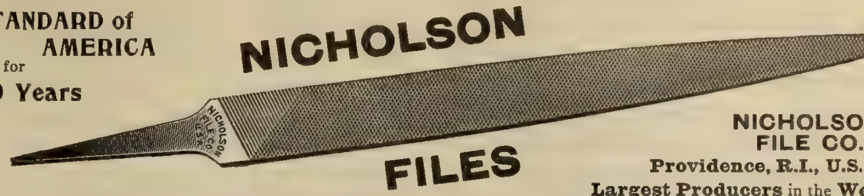
GLASS.

There is but a moderate business being transacted, as all merchants who placed import orders are now only buying what they need for present sales. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

Business generally is so brisk that no article can well be singled as being in great demand. Red lead, orange mineral, and castor oil are scarce, the demand being greater than anticipated. Prices are firm, though no advance is noted. The demand for turpentine is active, and though stocks are light, the market in the south is so

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass," St. Helens. Telephone No. 68 St. Helens.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

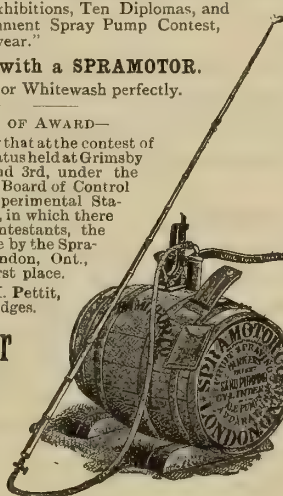
You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—

This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.

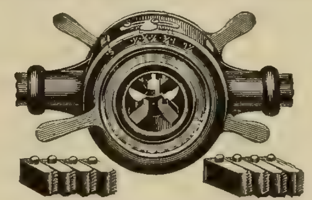
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

THE DUPLEX ADJUSTABLE DIE STOCKS



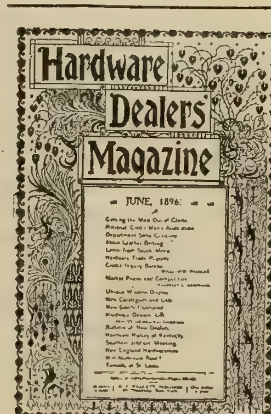
They thread pipe and bolts better and easier than any others. Send for a circular and particulars.

THE HART MFG. CO.
21 Wood St. Cleveland, O., U.S.A.

For sale by—

Rice Lewis & Son - Toronto, Ont.
A. R. Williams Machinery Co. - Toronto and Montreal.
Thomas Robertson & Co. - Montreal, P.Q.
Jenckes Machine Co. - Sherbrooke, P.Q.
C. Mackenzie, Milne & Co. - Sarnia, Ont.
Wood, Vallance & Co. - Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey - Victoria, B.C.
Hickman-Tye Hardware Co. - Victoria, B.C.
E. G. Prior & Co. - Victoria, B.C.
Oil Well Supply Co. - Petrolia, Ont.
Robb Engineering Co. - Amherst, N.S.
Frothingham & Workman - Montreal, P.Q.

R. C. LeVESCONTE
Barrister, Solicitor, Notary, Etc.
THE McKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.



ONE DOLLAR A YEAR
★
Sample Copy Free
★
D. T. Mallett
Publisher
271 Broadway
New York

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

"BRADLEY" THH.
Best Charcoal Tin Plates and
"BILSTON"
TINNED SHEETS are THE BEST for Roofing, and Creamery and Cheese Factory Utensils.
Agent: ALEXANDER GIBB,
22 St. John St., MONTREAL.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

weak that a decline of 2c. per gallon was made yesterday (Friday), which, with a similar decline after we went to press last week, made a total decline of 4c. per gallon in a week. Varnishes of all kinds are firm. Paris green is stronger, although no advance in prices has yet taken place. Dealers, however, maintain that an advance is likely at any time in sympathy with the high price of copper.

WHITE LEAD—Ex Toronto, pure white ead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 14½c.; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL—In cases, 10½c. per lb. and 11½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 48c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

All lines are moving briskly. Heavy red scrap brass has advanced ¼c. Prices generally are firm, and in some instances a fractional advance might be had. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c.; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c. per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES— There is a decided weakness in prices in sympathy with weak condition of the United States market. Prices are considered too high, but no decline is yet noted. We quote: No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c.

CALFSKINS—The prices quoted are, as in the hide market, considered too high, though no decline is yet reported. We quote: No. 1 veal, 8 lbs. and up, 10c. per lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. We quote at $1.15 to $1.35.

WOOL—There is a free offering of unwashed at 12c. per lb.

SEEDS.

Deliveries and offerings have fallen off considerably. Though numerous jobbers' orders are reported they are all small, evidencing a hand-to-mouth trade. Prices are unchanged. Jobbers are buying red clover at $2.75 to $3.25. For timothy $1 to $1.50 is paid, with 50c. extra for occasional choice lots. Alsike is quoted all the way from $2 to $4.50, as the quality varies greatly.

COAL.

Business is quiet, with prices unaltered. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, stove and nut, $4.46, net tons.

PETROLEUM.

Business is quiet, with prices unchanged. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Heavy red scrap brass has advanced ¼c. per lb.

Turpentine is 4c. per gallon dearer than it was a week ago.

The retail hardware merchant may lose a valuable customer by not having a box of "Enameline" stove polish when asked for it.

The John Bowman Hardware and Coal Co., London, has received a large consignment of spades, shovels, garden rakes, hoes etc., and can fill all orders promptly.

H. S. Howland, Sons & Co. are this week in receipt of a shipment of Wostenholm's, Elliot's, and Butler's cutlery. "In this shipment," said a representative of the firm, "is possibly one of the largest consignments of sheath and sticking knives ever brought into Canada by one wholesale house." The goods are mostly on account of orders for the Northwest trade.

The John Bowman Hardware and Coal Co., London, has received a large consignment of Joseph Rodgers & Son's cutlery, pens, pockets, ivory tables and desserts, butcher knives, carvers, etc.

ASBESTOS COVERING FOR WALLS.

The steamer Mantinea, for London, the other day took over 1,800 packages of asbestos. This material, which Canada exports, comes back in various forms, and one of the most useful is that used as covering for walls and ceilings, taking the place of paper. It is now being introduced in St. John, for the first time, and may be seen in the wholesale department of W. H. Thorne & Co's establishment.—Sun, St. John, N.B.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.

Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

SITUATION WANTED.

BY YOUNG MAN WITH SEVEN YEARS' EXperience in retail hardware store, capable of taking charge, is also bookkeeper; can give first-class references. Address, Box D, HARDWARE AND METAL, Toronto. (17)

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

Buy the Best.

HERCULES
Sash Cord.
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
For Sale by all Wholesale Dealers.

Bertram, Wilson & Co.

Ontario Agents for

RAMBLER, $70.00
IDEAL 50.00
PELHAM 40.00
BICYCLES...

Iron, Steel, and Heavy Hardware
Lumbering, Mining, Railroad Supplies

Rope, Chain, Peaveys, Pike Poles, Axes, Saws, and Files . . . . . .

53 Yonge Street - TORONTO

DECLINE IN TUURPENTINE.

Within a week there has been a decline of 4c. in the price of turpentine in Toronto and the west. Of this a drop of 2c. took place last week after HARDWARE AND METAL had gone to press, the other 2c. decline taking place yesterday (Friday). The price is now 46c. in Toronto, Hamilton and London, and 48c. delivered to outside western points. The cause of the decline is the weakness in the southern market.

Turpentine is one of the commodities which will be principally affected by a war between the United States and Spain. Little difficulty would be experienced by Canada in securing stocks from the Savannah primary market, but the difficulty in the way of European buyers securing supplies in case of war would cause a rush at the opening of hostilities for stocks for shipment to European centres. This rush would naturally inflate prices for the time being, and might keep the price higher than it would have been under ordinary circumstances. At present the weakness in Savannah is so great that a further decline is not unlikely should the "dogs of war" be called off.

WIRE NAILS IN THE U. S.

The wire nail market is in an unsettled and somewhat unsatisfactory condition. Since our last issue there has been a further decline in the price, which is now represented by the quotation of $1.30 base, for carload lots at mill. There appears to be active competition between the manufacturers, which has resulted in the development of the lower prices ruling. The trade also are indisposed to purchase freely on account of the unsettled condition of national affairs and the uncertainties which encompass the nail market. The consolidated interests have not as yet indicated what their policy in regard to prices is to be, and the trade are awaiting announcements on this point with interest. It is understood that efforts are being made by them to induce some concerns outside to identify themselves with the consolidated interests. Prices in the New York market are as follows: Carload lots on dock, $1.45 to $1.50; small lots from store, about $1.50.—Iron Age.

STORAGE BATTERIES.

The Consolidated Traction Company, of Pittsburg, has recently installed two sets of storage batteries as station auxiliaries, one in one of its power stations, and the other at a point midway between the other three power stations; each set has a capacity of 500 ampere-hours. The result has been a considerable increase in the output of the stations; in a particular instance one set of accumulators is parallel with an 800 k-w generator, has enabled the company to obtain from this generator continuously for 24 hours an output of 1,100 k-w. The total output of the four stations can be easily adjusted by means of accumulators, so that any one can be made to carry any portion of the load up to its capacity; the four stations are tied together by feeders; the actual economy in the resistance loss in the feeders by maintaining the voltage constant is very large. The results secured on this line have been so important that the United Traction Co. has decided to abandon its present McKeesport station and substitute for it a storage battery station. The maintenance of this station has cost the company on an average, about $7,200 per annum, most of which, it is thought, will be saved by the installation proposed.— Electrical World, N.Y.

SEASONABLE GOODS.

H. S. Howland, Sons & Co., of Toronto, are just issuing a special catalogue covering seasonable lines of goods, suitable for the spring, summer, and fall trade. It will consist of 125 pages, included in which will be about 1,200 electros. The firm expect to have the catalogue completed and mailed in a few days, and any retailer who does not receive one should make application before the issue is exhausted.

LUMBERING IN QUEBEC.

Reports from the Quebec lumber woods are to the effect that there is yet between three and a half and four feet of hard and solid snow there, and everything in good condition for hauling. It will probably be next week before some of the operators are through with their hauling. The chances for steam driving are excellent. The ice in the brooks is very weak, and there is abundance of snow to provide all the water that is required for easy driving, which, it is expected will begin shortly before the middle of April. All of the lumbermen on the upper St. John look forward to an easy and comparatively inexpensive season for getting their logs to the booms. As before stated, the cut on the St. John, as on the Miramichi, will be much lighter than last year. The operators on the upper branches have cut as follows:

John Kilburn	7,000,000
Gilman, Burden & Bros	5,000,000
Cunliff Bros	6,000,000
Dickie	4,500,000
McCallum	4,000,000
Noble	4,000,000
Stevens	3,000,000
Morrison, cedar	3,000,000

—Gleaner, Huntington.

BICYCLE LAMPS.

When city councils in large cities shall say, "Let there be more light," in regard to bicycle lamps, then there will be "light," and thousands of C. T. Ham's tubular bicycle lamps will be wanted for wheels in Canada. This lamp is popular in other countries; not as a "flicker" to meet the requirements of law, but a lamp for light for the protection of pedestrians and the convenience and safety of the bicyclist. A large number of these lamps are already in use on wheels in Canada, and it is to be hoped that soon all cyclists will regard it as necessary to carry lamps, even if there is no compulsion in the matter.

MANITOBA MARKETS.

WINNIPEG, April 11, 1898.

EASTER week has brought with it the most delightful spring weather, and already seeding is being done at Emerson, Alexander and other points, though it will not really be general in the province for a week or ten days yet. The trade which slackened during the last two weeks of March has revived, and all lines of building hardware are again moving freely.

Spring weather has brought spring cleaning, and paints, oils and varnishes are in brisk demand to meet the trade of the house decorators. The tone of all business being good and the volume more encouraging than for years past, a great deal of refitting is being done to houses. Many owners are improving the houses they live in, and loan companies and others, having properties for rental, are putting them in good repair. Desirable houses with modern conveniences are at a premium, the supply not being equal to the demand.

There are no new developments in the hardware trade. Prices have not varied a fraction of a cent in any line since last week, and in fact they have a "come-to-stay air" that is trying to the news seeker. The danger of running out of building hardware before navigation opens is over, the supply up to date being equal to the demand.

The demand for green wire cloth and poultry screening continues good.

We quote as follows :

Barb wire, 100 lbs	$2 50
Plain twist wire and staples	3 00
Oiled annealed wire 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Green wire cloth, per 100 feet	1 40
Poultry wire, per 100 feet	55
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 45
" 20 to 40	2 50
" 10 to 16	2 55
" 8	2 60
" 6	2 65
" 4	2 90
" 3	3 15
" 3 fine	3 45
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	4 15
Snow shoes	4 40
Steel, light	4 40
" extra light	6 00
Bar and band iron, $2.10 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 50
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	$7 75
" ⅜	8 25
" ¼ and 5-16	8 75
Manilla, 7-16 and larger	9 00
" ⅜	9 50
" ¼ and 5-16	10 00
Cotton, all sizes, lb.	15
Axes, per box $5.50	to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb.	25c.
Spades and shovels	40 p.c.
Harvest tools 60 to 60-	10 p.c.
Axe handles, turned, second growth hickory, doz	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.c.
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Robin Hood, M	$18 00
Eley's 12 gauge, M	16 00
American, M	16 20
Shot, Robin Hood	10 00
Ordinary, per 100 lbs	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed 70 and	30 p.c.
Granite ware, according to quality. 50 to	60 p.c.

On Friday evening last week the store of John Corbett, hardware dealer, Kingston, was burglarized, an entrance being gained through the back door.

"The profit is worth having."

TRADE MARK

ross profit is really net.
When you sell a Goodrich-Resflex, it's sold.
It's out of the shop to stay out of the shop.
No future bother with the buyer.
The tire gets you a good name.
The buyer sends you new buyers.
Your bicycle sundries sell better.

The Goodrich-Resflex is the best of the Goodrich-made Tires.

Write us. We want to talk about retailing Goodrich-Resflex Tires. The profit is worth having.

American Tire Company, Limited
164a King Street West, Toronto.

2500 Barrels Portland Cement

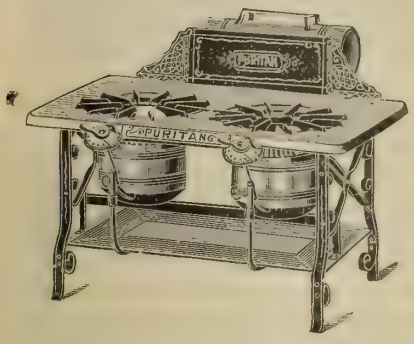
LION BRAND

May - June arrival, by direct steamers from Belgium, for sale, low.

Write for Quotations.

J. WATTERSON & CO., MONTREAL

Puritan



Wickless

Blue Flame Oil Stoves

This stove will surprise you. Guaranteed in every respect.

Every disagreeable feature heretofore common to oil stoves **absolutely overcome** in this stove.

Have removable tanks; are easy to operate; and economical in oil.

An examination will convince you there is none so good. Easy to sell.

Apply for agency and catalogue to

R. BIGLEY, Canadian Agent

96 and 98 Queen St. East **TORONTO**

Established 1860. **Incorporated 1895.**

"CRESCENT"

Steel Agate Ware

GENUINE MOTTLED GREY....

EVERY ARTICLE WITH OUR LABEL "CRESCENT" ON IS GUARANTEED NOT TO CHIP OR BREAK.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1860 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper... **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS....
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Photographed from Horse Nails made in Canada.

"HOT FORGED." **"MONARCH."**

About fifteen per cent. of all hot forged nails are made from short pieces of rod, welded together in blacksmith's fire. This causes split nails as here shown.

We have the only process using a Graduated reduction and continuous rod in the coil. We do not make any split nails.

Nails made by our process are the only perfectly safe Nails to use.

Maritime Nail Co.

Limited.

Saint John, N. B.

Sole Manufacturers.

HINTS ON WINDOW DISPLAYS.

WHEN it is seemly and appropriate to do so, the interior of the store and window should be suggestive of the season, says Stoves and Hardware Reporter. Even though Easter is a period when dry goods merchants are to the fore with spring finery, the hardware merchant should not neglect the opportunity to do some decorative work in keeping with the occasion. After Easter is over people will begin to think more about housefurnishing as well as other hardware and paterfamilias will loosen his purse strings for the benefit of gardening and other tools needed in the spring work.

Especial care should be given to advertising in the newspapers. Be liberal in quoting prices, since there are several lines in hardware which should soon be in active demand. There should be no reticence about quoting prices, as many people like to compute before they come to the store, just exactly how much the goods will cost.

Of the many different forms of advertising, that of cleverly and ingeniously worded window cards is very effective. They are used by many large establishments, and may prove as efficacious in the smaller stores. Here are some which hardware dealers could use in their trade :

"An attractive display of the latest and best in housefurnishing hardware."

"The most convenient and easiest cleaned of all cooking vessels."

"New and original shapes and designs in porcelain ware."

"Coffee urns, made especially for the economical buyer."

"Hoes, rakes, trowels, etc., that are manufactured with due regard to lightness, durability and general utility."

"Here is an unlimited supply of utensils and articles which no conscientious housekeeper can do without."

It is a good policy to endeavor to estabtablish something more than a mere business relation with customers. Strive to become more closely acquainted with them, by showing courtesies and favors in business dealings, till they begin to prefer your store to others.

CREDIT DESCRIBED.

Credit is the most precious possession a business man can have. It is priceless. It cannot be bought. It is acquired, maintained and preserved by certain qualities that I believe are inherent in the man. Credit is like a delicate piece of procelain. You may break it and put it together again, and for purposes of utility it may possibly be just as good as it ever was, but the cracks are there, and you can see where it was broken. And so it is with the man whose credit is once impaired. He may be able to buy goods again, his standing among mercantille houses may be very fair, but it never can be restored to the superb condition in which it once was. And so I would warn all merchants, young and old, to regard credit as a priceless possession. Do not let it be trifled with, and allow nothing to impair it or injure it.—William B. Dean.

IRON HEATED IN COLD WATER.

FEW operations look more like a miracle than heating a piece of iron to a cherry hue, or an even more dazzling incandescence, by thrusting it into a tank of cold water. None of Hermann's illusions could be more startling than this feat, which, as now performed, is a practical reality, and not merely an entertaining trick, says the New York Tribune. Hitherto the blacksmith has plunged a horseshoe or other product of his art into a bath beside his forge to lower the temperature of a piece of metal which has already been heated in the fire. It is now proposed to do away with the broad hearth, the coals, the blaze, the bellows, but to retain the tank and its contents. Then, simply by immersing the iron therein, it will be quickly brought to the desired temperature.

Over in Newark the other day when tests of the device were being made it was found that a railroad spike fully an inch in diameter acquired a cherry tint in 50 seconds after it was dipped into the cold bath, while a half-inch screw bolt came to a white heat in 18 seconds.

The general arrangements of this wonderful apparatus is as follows : The tank is about as big as a kitchen sink, and stands on four legs. It is a portable affair. Two carefully insulated wires proceeding either from a dynamo on the premises or from some general power and lighting circuit outside, are led into the room. The "positive" wire is connected with the metal lining of the reservoir. The other wire is secured by welding, or solder, or otherwise, to a pair of tongs, whose handles are covered with insulating material. The negative wire is long enough and flexible enough to allow considerable movement by the workman. The latter merely grasps, with these insulated tongs, the spike, bolt, horseshoe or other object which is to be heated, and dips it into the liquid. That's all. When it is hot enough he turns to his anvil and hammers the thing, or drops it where another workman can pick it up, and then uses his magic tongs afresh to handle something else.

MAKING ZINC OXIDE.

IT is reported that the new industry, which has been in operation during the past twelve months at the old Birchgrove Steel Works, in the Swansea valley, for the manufacture of zinc oxide from the slags of the silver ore, which is treated at the smelting works of Llansamlet, has proved a complete success, says The Newcastle, (England) Chronicle. The proprietors of the process have decided to at once make extensive additions and alterations to their Llansamlet works, and to erect there immediately a suitable plant on a large scale for the manufacture of zinc oxide in order to save the carriage and double handling of the material which has hitherto been necessary in the case of the two works. Thus another new industry will be added to those already existing in the Swansea valley, and will provide work for a goodly number of additional men.

It is also announced that Messrs. Fry, Everett & Co. are negotiating for further large works in the Swansea districts, and also that they have been joined by some important financiers of the highest standing, who intend to erect large smelting works in the north of England to carry on their process for the treatment of sulphide ores, which has been investigated and favorably reported upon by American experts, whose experience in smelting operations is altogether unique. At present the most important zinc mining establishment in the north of England is that of the Vielle Montague Co., at Nenthead, near Alston. But zinc smelting is not carried on at Nenthead, the ore produced there being crushed and washed on the spot and then shipped from the Tyne to Belgium, where it is smelted at one of the same company's establishments in that country. The establishment of zinc smelting works in the north of England, if it should come about, as stated, would, therefore, mean the introduction of a new industry in this district.

R. B. NORTON AND CO., LIMITED.

Letters patent have been issued to R. B. Norton & Co., Limited, of Charlottetown, P.E.I.; capital stock, $9,000. The new company has taken over the hardware business of R. B. Norton & Co., which it will considerably extend.

Mr. R. B. Norton is the manager of the new company, and in a conversation with HARDWARE AND METAL, in their establishment at Charlottetown, said that the business was a combination of the oldest hardware businesses on the Island, dating back to the "fifties."

Several prominent hardwaremen, now conducting successful hardware firms, received their training in this old-established house.

HARDWARE AND METAL wishes the new company success.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP

Canadian Patent, April 3, 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes

ST. JOHN, N.B.

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

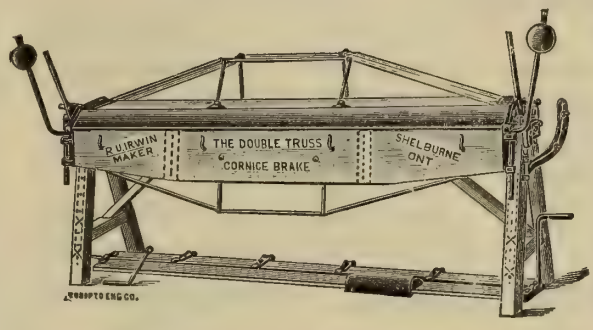
22 St. John Street, Montreal.

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain. Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

---

PATENTS PROMPTLY SECURED

GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts,** Temple Building, Montreal.



This Brake binds 22-gauge iron and lighter. . . . .

Price, $50.

Very handy Beader Attachment, $10 extra Address,

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❀ **Meakins & Co.** Montreal

BRUSHES

FACTORY SHOWING RECENT ADDITIONS.

The Scale Manufactory of **The Gurney Scale Co.,**
Hamilton, Ont.

Works
Anderson, Ind.

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES
Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate our seal

but not our increment cut.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PLANGLAIS has been appointed curator of A. Therriault & Co., general merchants, Fraserville, Temiscouata county, Que.

John Whyte, general merchant, Drayton, Ont., has obtained an extension.

F. E. Burke, general merchant, Joggins, N.S., is offering 50c. on the dollar.

C. Cheval, general merchant, Waterloo, Ont., has assigned to Kent & Turcotte.

C. E. Pineo, general merchant, Griswold, Man., has assigned to S. A. D. Bertrand.

Samuel Ritcey, general merchant, Ritcey's Cove, N.S., is offering 40c. on the dollar.

McRae, Alexander & Co., general merchants, Eloa, Man., have assigned to S.A.D. Bertrand.

Atkinson & Co., general merchants, Hamiota, Man., have assigned to S. A. D. Bertrand.

Hugh Baxter, general merchant, Sturgeon Falls, Ont., has assigned to H. E. McKee, Sturgeon Falls.

J. Allan Evans, hardware dealer, Sawyerville, Que., has assigned, and a meeting of his creditors will be held on the 16th inst.

Emile Depocas, hardware dealer, Westmount, Que., has assigned to Gagnon & Caron, and is offering 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

The Montreal Lock Wire Co., Montreal, has dissolved.

Cash & Penny, painters, Stratford, Ont., have dissolved.

Pare & Frere, general merchants, Granby, Que., have dissolved.

Provost, Elzear & Cie, carriage makers, Montreal, have dissolved.

P. A. Gouin & Co., hardware dealers, Three Rivers, Que., have dissolved.

J. H. Smith & Co. are commencing business as general merchants in Almonte.

J. Barry & Sons, general merchants, Morrisburg,, have dissolved, John T. Barry continuing.

Mahoney & Beckman, builders, Guelph, Ont., have dissolved, each continuing separately.

N. & A. C. Lariviere, carriagemakers, Montreal, have dissolved, and gone into voluntary liquidation.

Partnership has been registered by the Syracuse Smelting Works, manufacturers babbit metals, Montreal.

Edmond Rousseau and Hector Lepage have registered as proprietors of the firm of Rosseau & Co., machinists, Quebec.

Arthur Bail and Adelard Daigle have registered as proprietors of the firm of Bail & Daigle, tinsmiths, Adamsville.

Joseph Bergeron and Joseph Leblanc have registered as proprietors of the firm of Bergeron & Leblanc, carriage dealers, St. Eulalie, Que.

SALES MADE AND PENDING.

The Vankleek Hill Electric Co., Limited, have obtained a charter.

John Bready, carriagemaker, Drayton, Ont., is moving to Hollen.

John Coulter, carriagemaker, Souris, Man., has sold out to D. Petty.

Wm. Heughan, blacksmith, Thorndale, has sold out to Wm. Moxworthy.

Warren Marshall, blacksmith, Aylesford, N.S., has removed to Middleton.

A. J. Baskin, blacksmith, Minnedosa, Man., has sold out to Hugh Steele.

J. W. Bartlett, hardware dealer, London, Ont., has sold out to Robert Parsons.

James Beatty has commenced business as harnessmaker in Red Jacket, Man.

The stock of Laura B. Sanson, general merchant, Stanley, N.B., has been sold at auction.

The assets of Wm. Hickey, general mer chant, Deux Rivieres, Que., are advertised for sale by tender.

The stock of M. Leguerrier, general merchant, St. Therese, Que., has been sold at 60c. on the dollar.

The stock of Taber & Co,, general merchants, Carleton Place, Ont., has been sold at 50c. on the dollar.

CHANGES.

Salter & Elliott, general merchants, Pugwash, N.S., have sold out to Frank Schurman.

E. A. Smith, general merchant, Dutton, Ont., has sold out to Peter Cameron.

Martin E. Eby is commencing business as general merchant in Bamberg, Ont.

James Hodge, general merchant, Winterbourne, Ont., has sold out to Wm. Sherriffs.

W. J. Cheyne, general merchant, Hampstead, N.B., has sold out to George C. Watson.

George Lightbound has registered as proprietor of the Victoria and Vancouver Packing Co., Montreal.

Wm. Harston, general merchant, Roseneath and Harwood, Ont., has been succeeded at Harwood by R. Mercer.

DEATHS.

Joseph Kay, blacksmith, Highfield, Ont., is dead.

Wm. Naylor, Blacksmith, Belleville, Ont., is dead.

Israel Mosher, general merchant, etc., St. Martin's, N.B., is dead.

J. B. Cillard, of Cillard & Lavoie, saw millers, St. Jean L'Evangeliste, Que., is dead.

USE AND ABUSE OF CREDIT.

ONE of the greatest, if not the greatest, evils of modern business is the credit system, remarks Trade. While there will be occasional instances and occasional business where it seems a positive necessity, the stores where it is practised are growing gradually less. It is possible for merchants in adopting this plan to do business on so much smaller capital, and with so much less margin of profit they can necessarily sell goods very much lower than their credit competitors, as they quite naturally draw a largely increased trade in consequence, and they can know every day when they close their business just where they stand.

It is a very common occurrence for buyers to exhaust their credit at every available store, and then transfer their patronage to some cash dealer leaving a list of unpaid, uncollectable bills to be charged to the profit and loss account. If credit must be given, and it is unquestionably necessary at times, the next best thing to do is to procure some good, well-tried coupon book, such as is issued by any of the larger coupon book makers, and never, under any circumstances, allow a credit except by means of one of these books. They enable every merchant to keep easy and accurate track of his credits, and he never lets goods go uncharged, as is frequently the case with the old plan.

Further, it removes every possible chance for any of the many disputes which so frequently arise between the merchant and the patron by means of which good paying patrons are often lost. It is an exemplification of the old adage, of two evils choose the least. Credit of any kind in a retail establishment is an evil; it is much less so when conducted along the lines possible under a coupon or some similar system.

THAT RECIPE FOR BLACKING.

Some years ago, in a small country village, a poor old soldier called at a hairdresser's and asked relief, stating that he had stayed beyond his leave of absence, and, unless he could get a lift on the coach, fatigue and severe punishment awaited him. The hairdresser listened to his story respectfully, and gave him a guinea.

The veteran was profuse in his thanks.

"How can I repay you?" he said. "I have nothing in the world but this"—pulling from his pocket a dirty piece of paper. "It is a recipe for making blacking, and you may be able to get something for it to repay you for your kindness to the poor old soldier."

That dirty piece of paper was the recipe for the renowned Day & Martin's blacking; and that hairdresser was the late wealthy Mr. Day, whose manufactory is one of the ornaments of London, and whose palace in Regent's Park rivalled in magnificence the mansions of the nobility.—Answers.

PRESERVATION OF BOILERS.

The practice adopted by the French navy for the preservation of boilers not in use is different from that generally in vogue, and it is worth at least making a note of. They seem to take the bull by the horns. Instead of emptying the boiler they fill it completely full of fresh water and then add to the water a certain amount of milk of lime or soda. The solution used is not so strong for boilers with small tubes. It is intended to be just sufficient to neutralize any acidity of the water. Particular attention is given to the outsides of the tubes if they are not to be used for a long time. They are painted with red lead or coal tar as far as they are accessible, and for the rest a protective coating is obtained by burning tar, the smoke of which will form a coating of soot. Besides this the boiler casing is closed and kept airtight, after some quicklime has been placed inside.—American Machinist.

ST. JOHN'S WINTER TRADE.

At a meeting of the St. John, N.B., Board of Trade, held on the 6th inst., President D. J. McLaughlin stated that the inward package freight up to three weeks previous was over 11,000 tons, compared with 5,000 tons altogether last season, and the outward was over 100,000 tons compared with 77,000 last year. Mr. Sutherland, of the C.P.R., had stated to him that the total for the whole season would show a most gratifying further increase.

Counterfeit 5 and 10c. pieces are in circulation in Kingston.

Wheelbarrows.. ALL KINDS.

Send post card and get copy of New Catalogue.

Cleland Bros. & Co.
MEAFORD, ONT.

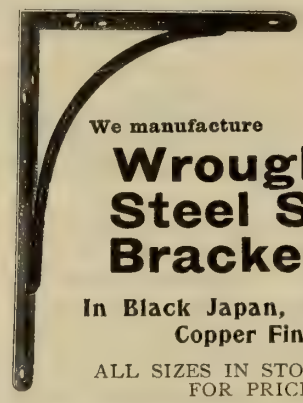
Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL

McMULLEN'S Poultry Netting

These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by

The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.

For Sale by . . . .
The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.
And by — Hardware Jobbers throughout the Dominion.
James Cooper, Montreal, General Agent for our Railway Fencing.

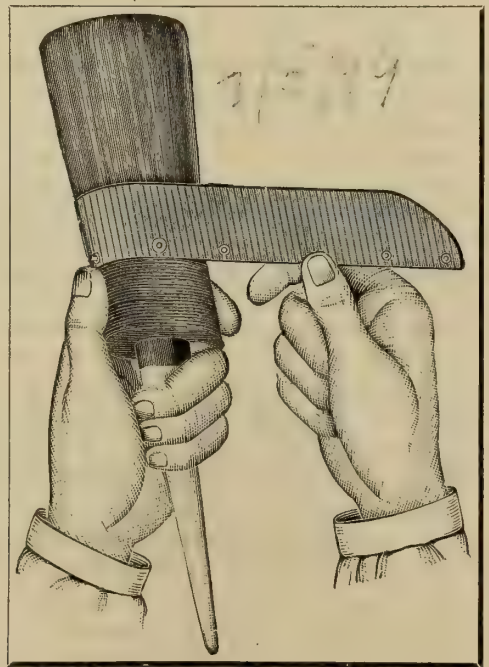


We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

Fishing Tackle.

TRADE MARK

ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.
The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont



Boeckh's Bridled Brush

is the Brush of common sense — profitable alike to you and the painter too.

It pays to handle it—see how easy it is to take off and put on the bridle. It is a

A Profit-Maker

in every sense of the word—progressive painters will use no other.

Even if you have to introduce it in your section yourself it will pay you to push it.

It usually sells on sight.

CHAS. BOECKH & SONS, Mfrs.
Toronto, Ont.

New Illustrated Catalogue, 148 pages, on Brushes, Brooms and Woodenware, just out. Free for a post card.

SOME SPRING THOUGHTS.

By "BEE BEE."

SPRING is here once again, and that general uprooting of goods from shelves and corners known as "stock-taking" ought by this time to be accomplished. A periodical stock-taking is essential to the ironmongery business. It not only enables a man to thoroughly understand how much money he has made or lost, but it enables him to become better acquainted with his stock, probably the most complex of any tradesman's ; it also aids him to root out the "wall-flowers" and "shop-keepers" whose very existence he may probably have quite forgotten. It affords him abundant chance for the re adjustment of his stock, as well as better classification, which both in season and out of season is of infinite value in establishing a prompt and thorough service that is not lost on the public, as well as meaning the gathering in of trade, which, to a less methodical dealer, would slip through his fingers. Coupled with finding out where he is, stock-taking gives a man a chance of making his shop bright and cheerful, as well as affords ample scope for the cultivation of taste in sampling, arrangement and the tempting display of his wares.

Now, one of the modern outcomes of stock-taking, and perhaps one of the most important, is known to-day as the "clearing sale table," on which the "wall-flowers" and the "shop-keepers" are placed and marked down to such enticing and attractive prices as will warrant their rapid disposal. I strongly advocate a bonus being given to the salesman who disposes of such stock. It should be shown in a prominent position, not in any "hole and corner" part of the shop, but where everybody can see it. In every shop there should be a clearing sale table—a table or counter of novelties, so peculiar to the trade, as well as for the display of those goods which are in demand only at certain periods of the year.

The object for such an assortment is obvious. It is beneficial in three ways : 1st, in the clearing of old stock ; 2nd, in affording ample opportunity to display seasonable goods, as well as to push their sale ; 3rd, in the continual change that the display of these goods gives to the appearance of the shop, relieving it of its self-same and monotonous look.

It is as neccessary to change your window displays as it is to change your newspaper advertisement. In the days of cutting competition—and there's no getting away from the fact that things are cut—special lines are advertised and displayed too, promiscuous advertising is considered obsolete, and justly so, as it has as much point as the side of a house. Therefore, if you decide to have a builders' hardware window, see that it is such ; if paints, varnishes, brushes, and appliances, see that these make a prominent feature ; if an enamelled ware display, make it strictly such. If a dairy display, the same ; and whenever you decide upon a special window of any sort, always see, plenty of time beforehand, that you have a stock sufficiently large to make a push and show, and this can only be done by being in advance of the season—by buying before they are wanted, and then shown a bit in advance of the seasons.

Perhaps one of the most effective window displays an ironmonger can make is mechanics' tools and saws—the window bottom being covered with red, and neatly dressed with tools of all kinds, and the sides with stars and shields, nicely arranged with brace bits, chisels, centre bits, gouges, etc. ; the background a large circle or semi-circle, having as a centre-piece a circular saw or a cross-cut saw, while encircling it with a nice row of hand and tenon saws, gives a fine effect.

There are also great possibilities in carpet sweepers, brushes, brooms, and all the requirements of a housekeeper in this house-cleaning season, and are obtainable by a little thought and originality. Then again, a radical departure from the usual routine of things is very often attended with very beneficial results. For instance, take wire netting and poultry breeders' supplies, for which the demand will shortly be arising. An American fenced his window in with the netting, borrowed a hen from a farmer, with a fine brood of chickens, and the only other thing the window contained besides was a sign : "Buy Your Poultry Netting Here." I have a cousin in, what they call in America, a store, in Elizabeth Town, close to New York, and he assures me their sales were greatly improved by this novel departure. Another hardwareman sodded his window with nice green turf. He had a fountain playing in the centre, and a croquet set partly placed. A lawn mower and a few garden tools were also in evidence, while a few palms added grace and finish to the display. The result of this was the delight and the talk of the town, and a commercial benefit to the enterprising tradesman.

In the furnishing branch of the trade, again, the ironmonger will find many articles to make a fine window display ; and now is an opportune time to make that display. There need be no ruinous overstocking ; close and strict attention to buying will prevent this, and equal care in dressing the windows, local advertising and so on, should keep the demand nearly, or quite, level with the supply. Another thing the ironmonger will have to give attention to shortly is sheep shears ; and the time is probably not far distant when hand shearing will have become a thing of the past, for the machines brought out in recent years for this purpose are so much more expeditious and effective, that when they become more known amongst farmers and sheep breeders they are certain to sell, and therefore the ironmonger would be wise to be fully prepared for this change, and have a machine by him ; if even only to let on hire it would pay him well for his outlay.

Finally, the ironmonger should dress his windows in accordance with his weekly advertisement appearing every week in his local paper. If horticultural, show such goods one week and advertise such ; if agricultural, household, sporting, dairy, bicycles, prams and mail carts, fishing tackle, or furniture, the same course should be followed. Whatever it may be that he proposes showing, he should let the people know it. His shop will then become attractive, and he will have no cause to regret taking some of the hints here given. Backed up by the magnificent and most comprehensive trade at his command, coupled with some of the "side" lines I have mentioned, the business can absorb all the energy, time, brains and attention he can give to it.—Ironmongery.

IRON ORE FROM DARLING.

The Hamilton Furnace Co. during the past winter took 3,000 tons of iron ore from the township of Darling. They say it is equal to any ore on earth for smelting purposes. Mr. Edgar, who was in charge of the shipments, had 35 teams at work at the same time. Mr. W. H. Wylie was the agent who caused this vast amount of industry to go upon the market, and himself shared in the blessings, some of it being from his own mines. The shipment was made from Calabogie. The western section of Lanark has vast deposits of highly marketable minerals which require only the presence of capital. We hope this business is only the initial movement of a gigantic enterprise.—C.C.

MR. VERRY GOES TO ENGLAND.

The many friends of Mr. George Verry, who for years has represented the Toronto Lead and Color Co. and the Alabastine Co., of Paris, in western Ontario, will be pleased to hear that he has accepted a position with the British Alabastine Co., of London, England, and sailed by ss. Parisian on the 9th inst.

KLONDYKE OUTFITS.

Wilson Bros., Klondyke outfitters, Victoria, B.C., have prepared a price list of supplies and tools necessary for a trip to the Yukon with blank spaces for the price of each article. They offer the whole outfit of these goods at a reasonable price. Another list has been prepared including clothing, tools, etc., necessary for the trip with prices for each article and for the outfit.

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

Can You Afford to Experiment ?

You have seen an up-to-date bicycle.
Were the axles self oiling ?
Were the chain rivets file proof ?
Were the cranks spring tempered steel ?
Were the balls hand-guaged and pedals dust proof ?
Were the cones locked, insuring permanent adjustment ?
Was the chain between the bearings, or on one side ?
Had the chain been submitted to a jerk test of 1,200 lbs. ?
Were the bearings two point, oil tempered, file and dust proof ?
Were the sprockets detachable, forged and flanged, or only stamped ?
Were the spoke threads rolled, or cut, detracting from the strength ?
Were there oil cups to fall off, permitting dirt to enter the bearings ?
Was it protected by a reliable home guarantee, or guaranteed by some unknown or remote American Manufacturer ?

THE 1898 CLEVELAND HAS ALL THESE ADVANTAGES.
See the CLEVELAND IMPROVED BEARINGS. The only correct principle.
GREATEST INVENTION SINCE THE PNEUMATIC TIRE.

No Side Pull, Bind, or Twist.

"Clevelands," $55, $70, $80

MODEL 22, 25 IN. FRAMES, $45.

WRITE FOR CATALOGUE. AGENTS EVERYWHERE.

H. A. LOZIER & CO., Toronto Junction

Plumber and Steam-Fitter

PLUMBING CONTRACTS.

FIDDES & HOGARTH, Toronto, have contracts for the plumbing, gas-fitting and steam-heating of a warehouse on Adelaide street; for the plumbing, gas-fitting and hot water heating of a new hotel on Jarvis street near Adelaide, and for remodelling the plumbing of a hotel on Front street east, Toronto.

J. H. Gardner & Bro., Montreal, have the contract for the plumbing, heating, ventilating and gas-fitting of a house for Mr. Green.

E. C. Mount & Co., Montreal, have the contract for the plumbing, heating, ventilating and roofing of a house for Mr. Davidson, Montreal.

George R. Woodburn & Co., Montreal, have secured the contract for the plumbing, heating and ventilating of four houses for T. C. Bulmer, Westmount.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, has contracts for the hot water heating of a large warehouse on Queen street east, Toronto.

The Bennett & Wright Plumbing and Heating Co., Limited, Toronto, has the contract for the plumbing, heating and wiring of a large residence for Mrs. Davis, Elm avenue, Rosedale, Toronto.

The Keith & Fitzsimmons Co., Limited, Toronto, has the contract for the alterations in plumbing of six houses on Homewood avenue, for the plumbing of a block of stores at the corner of Bloor street and Dovercourt road, and for the plumbing, gas-fitting and steam-heating of a warehouse on Pearl street, Toronto.

THE BATHS OF ANCIENT ROME.

The baths in ancient Rome, as described in a recent lecture by Cyrus K. Porter, says an exchange, exhibit the life of the Romans even more intimately than the amphitheatres. Of these there were in Rome more than 800, which were frequented from midday to evening. Agrippa, Titus, Diocletian and Caracalla, each in their order of succession, strove to excel their predecessors in the luxury and magnificence of their baths. In the bath of Caracalla the bathers had 1,600 marble seats, special and common halls, and hot and cold baths of various degrees of temperature. One of these baths was 110 feet in diameter; another measured 126 feet by 78, exclusive of the niches around the sides and the halls at each extremity. The vaulted roofs were supported upon pillars 45 feet high, one of which has been carried to the Trinity square, Florence, where it stands surmounted by a statue of red porphyry. In the refinements of these baths may be read as in a book the intense luxurious and delicate life of the ancient Romans.

PAINT FOR BATHTUB.

A correspondent of Sanitary Plumber recently wrote: "I have a job of work which calls for the painting of a bathtub, and as this is an out-of-the-way place to get any information, I write to you for some light on the subject. I want to get up a good gloss on the tub."

Sanitary Plumber's reply was as follows: "The following has been furnished us by a painter, on whom we can place reliance: Take white keg lead, tint to any desired color, and then add, say, one-eighth boiled oil (pure linseed) to seven-eighths hard drying durable body varnish. Clean the surface of the tub thoroughly before applying the paint. Benzine or lime wash are good cleaning agents. Coat up until a satisfactorily strong, pure color is reached. This will give good gloss and will also wear durably."

"Another formula consists in taking fine, white zinc, tint or shade to color desired, and mix to a brushing consistency with a solution of protoxide of sodium, and water gloss of 40 or 50 degrees B. The water gloss mixture dries quickly, and the coats may be put on quite rapidly. Employ mineral colors in toning the zinc. The water gloss acts upon the zinc so as to thicken and harden it, and heat or hot water is said to have but little if any effect upon it. Use of bleach shellac gum four pounds to a gallon of alcohol, maintaining those proportions for smaller quantities. This gives the shellac a ready working consistency, but if allowed to stand for some time it may thicken and need an additional cutting with alcohol. If the tub is zinc, as a preliminary, wash well with hydrochloric acid and clean up finally with water."

$50,000 IN BUILDING PERMITS.

Permits have been issued in Toronto this week to Rev. A. P. McDiarmid, for a brick addition and alterations to 45 Howland avenue, to cost $500; to C. J. Gibson, for repairs and alterations to warehouse at 35 and 37 Wellington street east, to cost $5,000, and for a two-storey brick and stone residence on Elm avenue, Rosedale, to cost $5,000; to James Stephens, for a brick cellar and foundation under 32 D'Arcy street, to cost $550; to the Worthington estate, for repairs and alterations to warehouse at 27 Front street east, to cost $7,000; to Mrs. Mary McFarlane, for a three-storey brick hotel, east side of Jarvis street near Adelaide street, to cost $10,000; to John A. McGee, for a two-storey and attic dwelling, Walmer road near Castle avenue, to cost $8,000; to Mrs. Mary E. Davis, for a two-storey and attic dwelling on Elm avenue, Rosedale, to cost $13,000. The value of the buildings for which permits have been issued this week is $50,000.

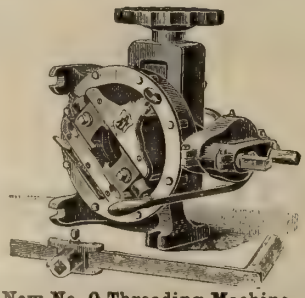
Hebden & Hebden have commenced business as plumbers at Nelson, B.C.

ARMSTRONG PIPE THREADING

AND **CUTTING-OFF MACHINES**

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.



New No. 0 Threading Machine.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre Street

Bridgeport, Conn.

AMONG TORONTO RETAILERS.

Painters' Supply Windows.

This is the time of year for painters' supply windows. It is true that very many painters have their favorite hardware dealer, but it is also true that a good display will bring custom from householders who do their own painting, and even from painters themselves, even though they may not be in the habit of buying from the firm making the display. The majority of retailers seem to be of the opinion that a good display will pay at this season of the year, for many of them have at present in their windows displays which are more more or less interesting and custom attracting. Two I saw this week were specially worthy of note. One of these was in the window of the store of Thos. Meredith, King street east. In the central part of the background of the window was suspended a paint brush display rack. This rack is of simple construction, being formed of two circular strips of wood, one within the other, and held in position by laths, which met in the centre. Attached to the centre was a large sponge, from which protruded many small graining and decorating brushes. Small brushes were also attached to the inner circle, while larger brushes for rough painting and kalsomining were connected with the outer circle. Below this rack a small stand with three steps ran the full length of the back and one side of the window. On these steps were prepared paints, the small tins on the top step, the medium on the second and the large tins on the bottom step. On the floor in front of this stand was a display of glue, alabastine, kalsomine, etc. The other display which attracted my attention was in the window of J. T. Russill's store, King street east. The feature of this display was a bright assortment of dry colors placed in saucers on the floor in the front part of the window. Behind these colors, on a low stand, was a row of prepared paints, beside which were arranged a number of small and medium sized brushes, placed in such a manner as to show the variety offered. A row of heavy paint brushes stood at the back of the prepared paints. Behind these again was a large pile of kalsomining brushes, with and without handles. It struck me that a display of these colors with, beside each, a tin of prepared paint as nearly like the dry color as possible should be a good way to attract housekeepers who do their own painting.

Barb Wire Fencing.

Toronto retailers who have a large trade with farmers tell me there is a tendency among them this year to buy more barb wire than usual. This may be more true of some parts of the country than of others ; nevertheless, it is a fact that, by pushing its sale, barb wire may be sold to a greater extent than it otherwise would be. After seeding is over, farmers will finish what improvements they are likely to make this season, so it will be advisable to be ready to persuade them to put up some barb wire fencing.

THE RAMBLER.

LARGE PIPE CONTRACT GOES TO THE UNITED STATES.

One of the most interesting events for a long time in the cast iron trade has been the bidding on an order for about 3,200 gross tons of pipe for St. Johns, N.B. It seems that there is a duty of $7 per ton on cast iron pipe, which, after July 1 will be $6 per ton for British makers, while it will be $8 per ton for American producers. To begin with, therefore, the latter are at a disadvantage of $2 per ton. In spite of this, the National Foundry and Pipe Works, of Scottdale, Pa., were the lowest bidders. The following are the bids : R. McLaren & Co., Glasgow, Scotland, $31 ; Three Rivers Iron Co., Quebec, $28.50 ; Montreal Pipe & Foundry Co., $29.45 ; Howard Harrison Iron Co., $33.96 ; R. D. Wood & Co., of Philadelphia, $29.50 ; T. McAvity & Sons, $29.25 ; Londonderry Iron Co., Londonderry, N.S., $29.30 ; J. & R. Roberts, Limited, West Boynemouth, England, for 24-inch, $32.50, and 12-inch, $33 ; Addyston Pipe & Steel Co., $31.58, and the National Pipe & Steel Co., $27.80.—Iron Age, April 7.

PLUMBING AND HEATING NOTES.

Pelletier & Brosseau, plumbers, Montreal, have dissolved.

Dunn & Stinson have commenced business as plumbers in Chatham, Ont.

Mrs. W. S. Dockrill has registered as proprietress of the firm of W. S. Dockrill & Co., plumbers, Montreal.

FOR SALE.—The following Wrought Iron Tubes suitable for drainage or fencing.

⅜ in. unused seconds, about 2 M feet in random lengths
½ in. unused seconds, about 7 M feet in random lengths
1½ in. unused seconds, about 27 M feet in random lengths
3 in. used seconds, about 400 feet in random lengths
3½ in. used seconds, about 250 feet in random lengths
4 in. used seconds, about 350 feet in random lengths
1 in. unused seconds, about 480 pieces, each 6 ft. in length.

The following would only be suitable for fencing :

⅜ in. unused seconds, about 10 M feet in random lengths
½ in. unused seconds, about 7 M feet in random lengths
1½ in. unused seconds, about 700 feet in random lengths.

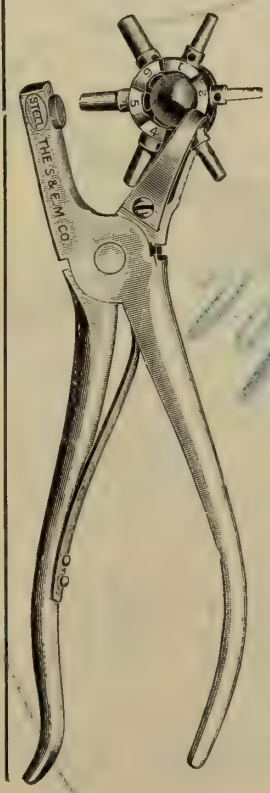
J. & C Hodgson
Pipe Manufacturers, MONTREAL, QUE.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

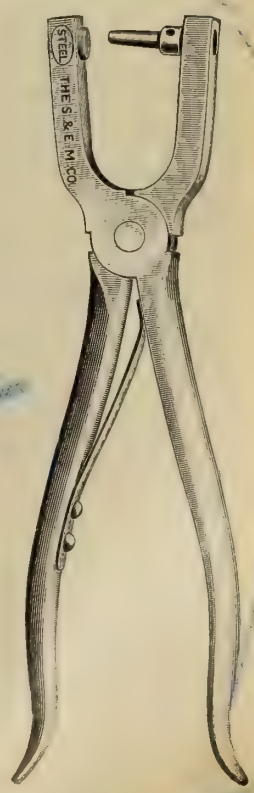
MICA PIPE COVERING

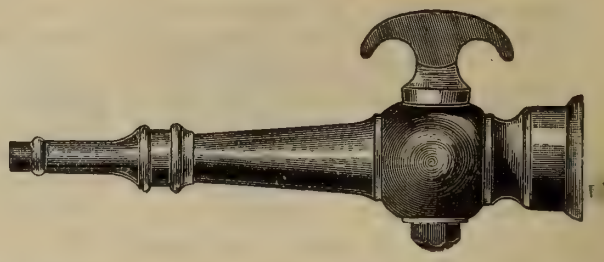
Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

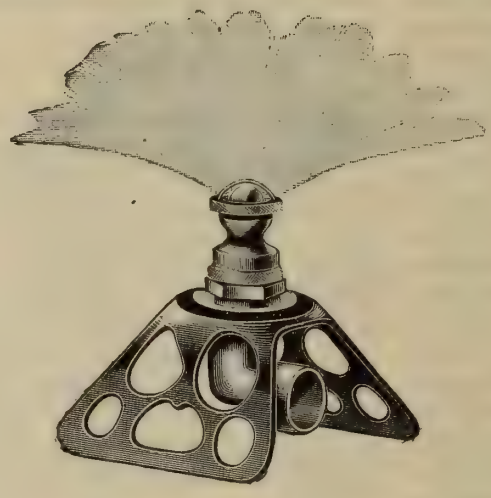
9 Jordan St., TORONTO, CANADA.

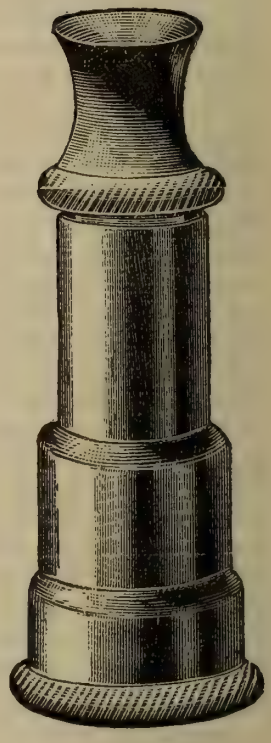


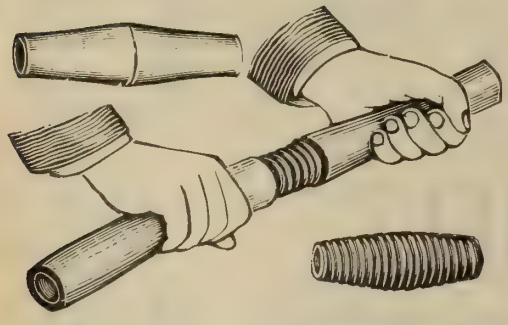
The
Smith & Egge Manfg. Co.
BRIDGEPORT, CONN., U.S.A.
Manufacturers of
REVOLVING AND SPRING
BELT PUNCHES
Conductors' Ticket Punches.
BICYCLE SUNDRIES.
"Giant" Metal Sash Chain.
SASH PULLEYS.
"Red Metal" and Steel Chain.
PADLOCKS and RAT TRAPS.











FOR PRICES WRITE

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONT.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

Joseph Rodgers & Sons, Limited

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS.

April 15, 1898.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 16¼
Straits 0 16 0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base...	3 05	3 15
20x28..........	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
X.X., 14x56, 50 sheet bxs } " 14x60 " } " 14x65, " }	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge..........	0 05¼	0 06
" 26 "	0 06¼	0 06½
28 "	0 07	0 07¼

Iron and Steel.

		Base	Price
Common Bar, per 100 lbs	....	1 50	1 60
" from factory "	....	1 40	1 45
Refined " "	....	....	1 80
Horse Shoe "	....	....	1 80
Band " "	....	1 85	2 00
Hoop " "	....	....	2 00
Swedish " "	....	4 00	4 25
Sleigh Shoe Steel "	....	....	2 50
Tire Steel		....	2 50
Machinery		2 50	2 75
Cast Steel, per lb		0 10	0 14
Thos. Firth & Sons' Cast Steel		0 12	0 14
Russian Sheet, per lb		0 10½	0 11
Tank Plates, 1-5 and thicker.		2 00	2 25
Boiler Rivets		4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"	...	1 90
inch and thicker..........	....	1 75

Sheet Iron.

16 gauge and heavier..........	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright..........	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87½; ½ inch, $2.·0: ¾ inch, $2.65; 1 inch, $3 65: 1¼ inch, $4.75: 1½ inch, $6.2): 2 inch, $8.63

Galvanized, ½ inch, $3.50; ¾ inch, $4.25: 1 inch, $3 50; 1¼ inch, $8.10: 1½ inch, $10: 2 inch, $14.

Cast, soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge..........	....	0 03⅞
18 to 24 gauge..........	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs..........	3 60	5 90
German coil, per 100 ft..........	1 65	2 70
Jack chain, iron, single, per doz. yards..........	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards..........	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior..........	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches....	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes..........	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50 lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb..........	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
eets, hard-rolled, 2x4 .. 0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks..........	....	0 05¾

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb..........	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll..........	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27% per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	0 09½	0 10½

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb..........	0 08	0 08½

Anti-Friction Metal

	Per lb.
"Tandem" A..........	$0 19
" B..........	0 16
" C..........	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White..........	5 75
Elephant and Decorators' Pure..........	5 50
Brandram's B. B. Genuine..........	7 50
" " No. 1	6 75
James genuine..........	6 70
" " No. 1..........	6 20

White Zinc Paint.

Elephant Snow White..........	0 07
Pure Whiie Zinc..........	0 07
No. 1..........	0 06¼
No. 2..........	0 05½

Dry White Lead.

Pure, casks..........	0 04½
Pure, kegs	0 04¾
No. 1, casks..........	0 04¼
No. 1, kegs..........	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon..........	....	1 00
Second qualities, per gallon..	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre..........	0 06
French "	0 05
Marine Black	0 09
" Green..........	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt..........	3 00	3 25
American Oxides, per cwt ..	1 75	1 90
Canadian Oxides, per cwt....	1 75	1 90
Burnt Sienna, pure, per lb..	....	0 10
" Umber, " " ..	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb..........	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.....	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb..........	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks..........	14½
50 lb. drums..........	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb..........	0 04¾
100-lb. cases, do. per lb..........	0 05

Putty.

Bladders in bbls..........	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100..........	1 65
Bulk in less quantities..........	1 80
25-lb. tins, 4 in case..........	2 05
12½-lb. tins, 8 in case..........	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).

		per gal
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish..........	....	0 65
Extra do.	....	0 90
Demar Varnish	....	60
Hard Oil Finish..........	....	1 40
Orange Shellac Varnish..........	....	2 00
White Shellac..........	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish..........	....	2 50

Linseed Oil.

Raw, per gal. net..........	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net..........	...	0 50

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots..........	....	0 11½

Cod Oil, Etc.

Cod Oil, per gal..........	0 50	0 55
Pure Olive..........	....	1 20
" Neatsfoot..........	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal..........	0 12	0 12½
Cabinet, sheet..........	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear..........	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 t 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cen Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
entral Fire Cartridges, Sporting nd Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 e ach, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, oss } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 0

Copper, discount, 40 and 10 p.c. off revised list
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 80 p.c.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	2 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis., 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised st.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 pe cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz (15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	60	00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt.	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	50	2 00
Store door, per doz	1 00	1
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs.	....	3 15
14 in. up, per 100 lbs.	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to and 10 p.c.

Belt, per 1,000	60	2 70

crew, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per ke
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 0	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1	

KNIVES.

Clauss, bread, cake, and paring knives, $7.0 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
A glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 0C
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d.................................. 2 50
4 and 5d............................ 2 25
6 and 7d............................ 2 15
8 and 9d............................ 2 00
10 and 12d.......................... 1 95
16 and 20d.......................... 1 90
30, 40, 50 and 60d. (base).......... 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.

Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.

Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral............... .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz................ 0 00 9 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6............................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent

PLANE IRONS.

English, per doz.............. 2 00 5

PLIERS AND NIPPERS.

utton's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

n, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 5

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
crew 0 27 1 00
Awning...................... 0 35 2 50

PUMPS

Canadian cistern............ 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8¼
⅜ in.	7⅜	8¾
¼ and 5-16 in.	8⅛	9¼
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb...................... 20 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen...............
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz................ 2 10 4 50
Boot, " 0 40 3

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz............... 2 20 3 00

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
ron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross............ 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued............... 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" c e 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks............................
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks, discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 90 2 85
" steel, each 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb......... ....
Wrapping, mottled, per pack. 0 50
Wrapping, cotton, per lb 0 17
Mattress, per lb.............. 0 33
Staging, " 0 27
Broom, " 0 30

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent.; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd	....	....
Plain twist	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

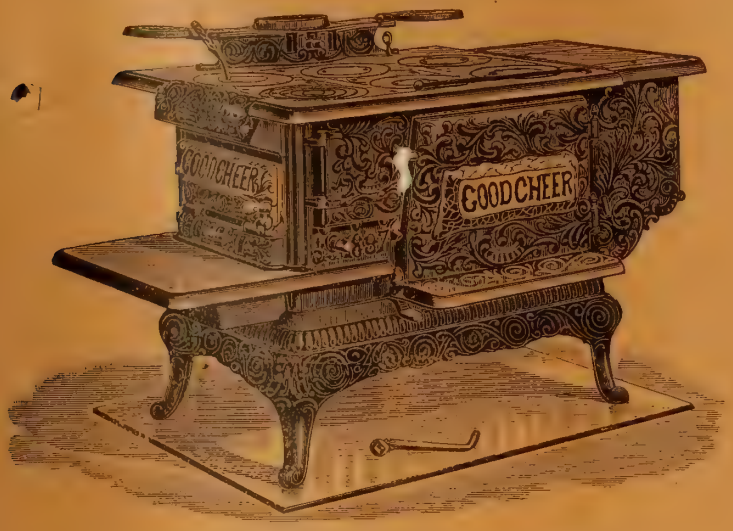
WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 1 25 2 00

GOOD CHEER RANGES

LARGE STEEL OVENS

Three styles each—Square and Reservoir, with or without High Shelves or Closets, Coal or Wood, or Wood only.



SOLD BY LEADING DEALERS EVERYWHERE

All "Good Cheers" Guaranteed Perfect.

The Jas. Stewart Mfg. Co., Limited

Represented in Manitoba and Northwest Territories by J. H. Ashdown, Winnipeg.

WOODSTOCK, ONT.

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director.

"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an advertisement
in the
CONTRACT-RECORD,
TORONTO
will bring you tenders from the best contractors

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent

Baylis Manufacturing Co.

16 to 30 Nazareth Street. MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

RICE LEWIS & SON
(LIMITED)

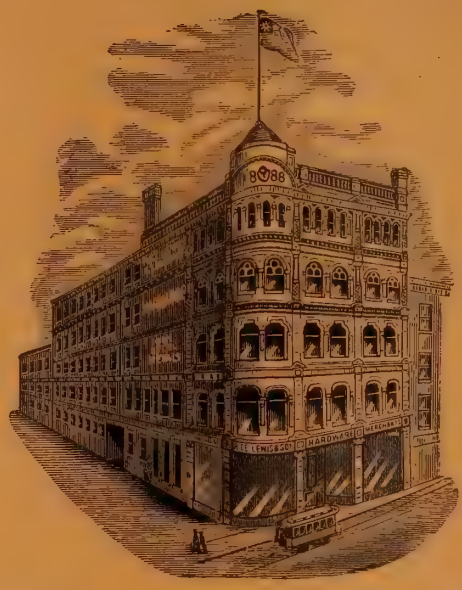
ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware



MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00

LIBERAL DISCOUNT TO TRADE.

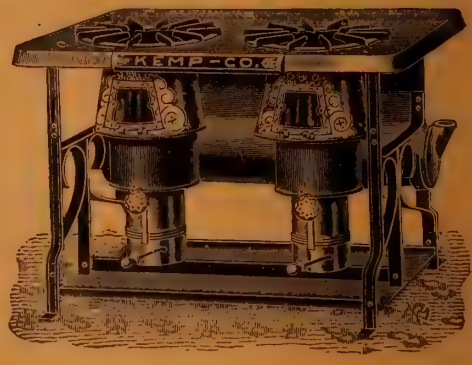
The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

Kemp's...

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

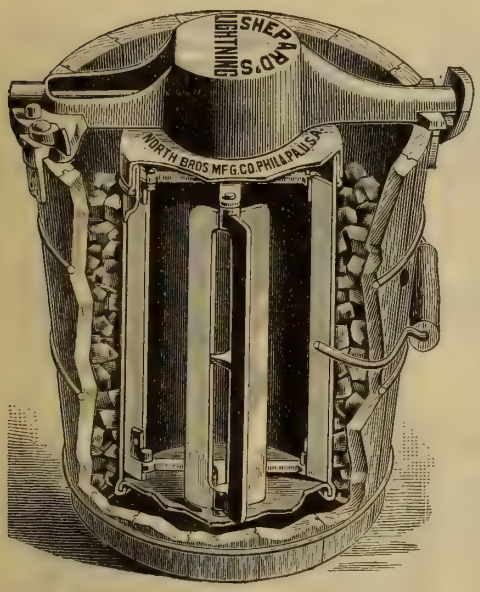
KEMP MANUFACTURING CO.

Toronto, Canada

THE BEST ICE CREAM FREEZERS

"LIGHTNING."

Interior view of Freezer.



. . . HAVE . . .

New Automatic Twin Scrapers

that insure positive and continuous scraping of frozen cream from side of can.

White Cedar Pails

with Electric-Welded Wire Hoops, guaranteed not to break or fall off.

Drawn Steel Bottom Cans

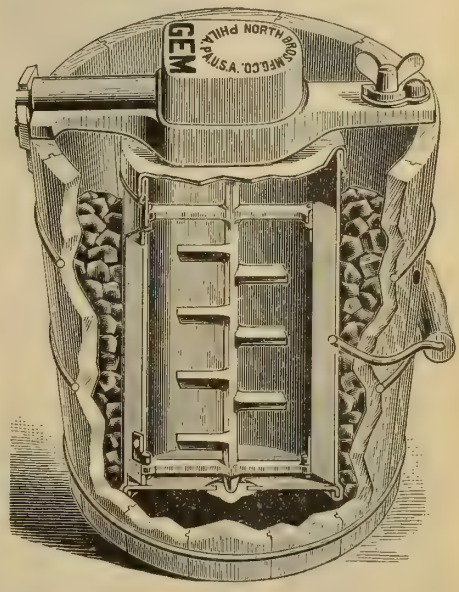
guaranteed not to break or fall out. Strongest and most durable Pails and Cans.

SOLD BY LEADING JOBBERS EVERYWHERE.

Catalogues mailed free on application.

"GEM."

Interior View of Freezer.



NORTH BROS. MFG. CO., Philadelphia.

COPPER

Ingot, Sheets, Wire.

. . BRASS

Tubes, Sheets, Wire.

M. & L. Samuel, Benjamin & Co.

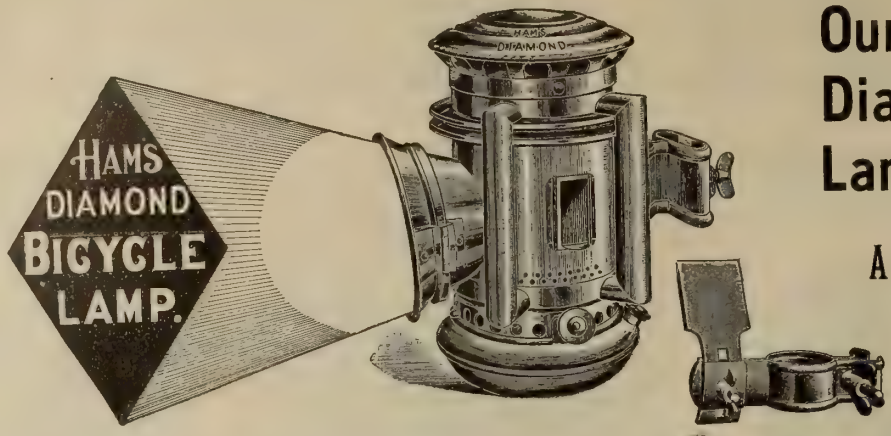
ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

THIS LAMP

has no equal as a Seller

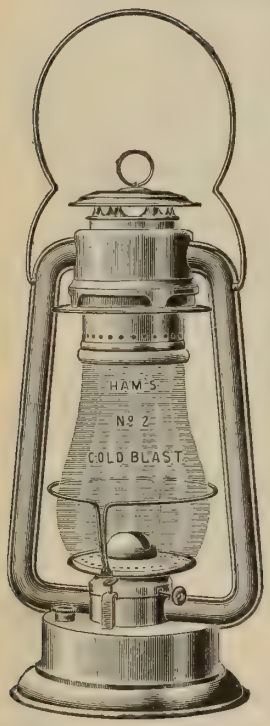


Our Improved Diamond Lamp

leads them all.

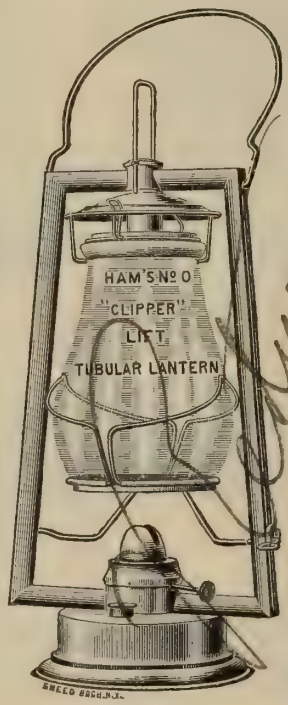
A Combination Bracket with each Lamp.

WE MANUFACTURE A COMPLETE LINE OF LAMPS AND LANTERNS.

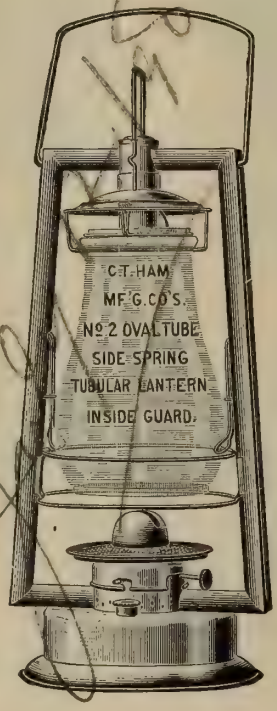


The only genuine Cold Blast Lantern.

Dealers ! You want the best.



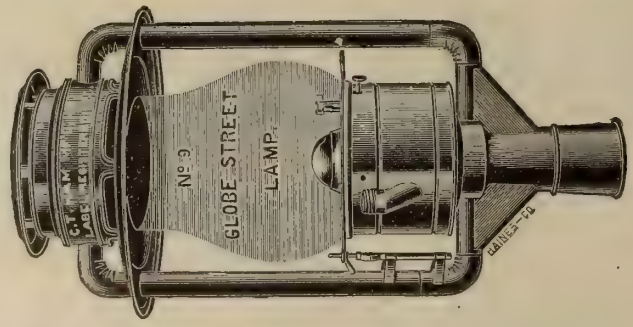
All the leading Jobbers handle



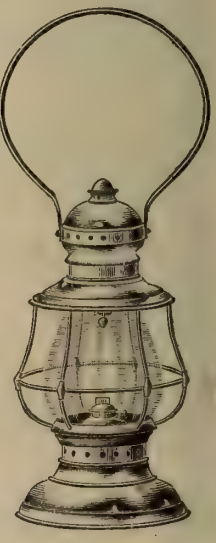
our Lamps and Lanterns.

The Finest Line of Tubular Lanterns in the World.

The Best Goods Are The Cheapest.



Ham's Lanterns Have No Equal.



Do not place your Contracts until you have our prices.

WE SELL TO THE JOBBING TRADE ONLY.

C. T. HAM MFG. CO., ROCHESTER, N.Y., U.S.A.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

THE **E. B. EDDY CO.'S**

WRAPPING PAPERS

are noted for their long and strong fibre . . . . .

EVERY GOOD THING

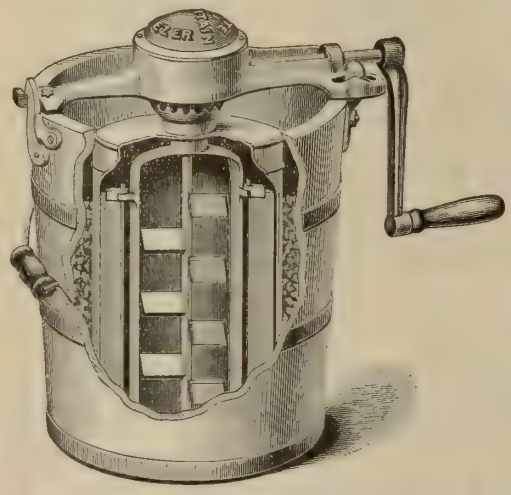
Pertaining to

Ice Cream Freezers

Originated with

And is used in

White Mountain Freezers



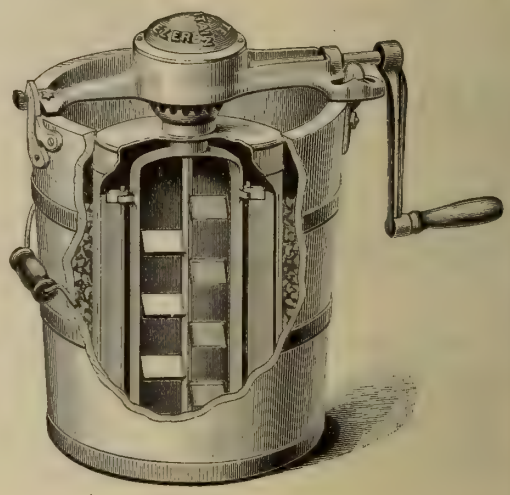
Triple Motion

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H. U.S.A.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, APRIL 23, 1898 No. 17

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

TO STOP SMUGGLING.

HARDWARE AND METAL, several weeks ago, referred to the fact that great injury was being wrought to the merchants in the border towns because of the smuggling that was being practised by the people of those towns, and the Customs Department was at the same time urged to put on a staff of special officers with a view to preventing a continuance of the practice.

From information received this week from the Customs Department it is learned that it has been decided to send out a corps of special officers to such points as Sarnia, Windsor, etc., along the Detroit river; Fort Erie, etc., along the Niagara river; Brockville, Prescott, ect., along the St. Lawrence, and Sault Ste. Marie.

The decision of the Department will be satisfactory to everyone—except the smugglers. It has been proved beyond all question that the local officers at the points mentioned have been entirely unequal to the task of suppressing the evil. Special officers have no local affinities to prevent them from performing their duty, and for a time, at least, they are unknown.

Since the special officers were taken off this work, a couple of years ago, smuggling has increased at an alarming rate. With no one but the local officer, and he practically prevented from doing anything, the citizens of Sarnia, Windsor, Walkerville, Fort Erie, Brockville, Prescott, etc., have tripped across the boundary line to adjacent United States cities to purchase their various supplies, much to the injury of their local merchants, some of whom have been driven into insolvency from this very cause.

It is asserted by Customs officials, who have been investigating the matter, that most of the mechanics' tools and small household hardware in use in some of the border towns have been bought in the United States and smuggled across the border into Canada.

Smuggling like this injures the local merchant, the wholesale merchant, the manufacturer, while the Government itself is robbed of revenue.

Now, that the Government has decided to depute special officers to suppress this smuggling practice it is to be hoped it will keep them at it.

As a preliminary step to this campaign against smuggling, the Government should have notices posted up in different border towns, warning people what they proposed doing. Besides this, the Department should adopt a new method of punishing those caught red-handed at smuggling. The custom in the past has been to take these miscreants into a private room, search them, confiscate their goods, and allow them to go on payment of a fine. This should be discontinued and the smugglers, like other people guilty of misdemeanors or crimes, taken before a police magistrate to be dealt with. An ounce of this kind of procedure would be worth a pound of the old private treatment.

WANT LOWER TELEGRAPH TOLLS.

A MOVEMENT that will appeal to merchants generally, and to all who have occasion to use the telegraph wires, has been introduced by the Corn Exchange Association of Montreal. This is a request to the telegraph companies asking for a reduction of the rates charged for the transmission of messages from leading Canadian centres like Toronto and Montreal to United States centres of trade.

It is well known that the rates to such centres are much higher than from one point in Canada to another, and if a reduction can be secured it will mean a considerable lessening of the expenses of traders who have to use the wires from time to time in the transaction of business.

At the Corn Exchange meeting this week, communications were submitted from the Chicago Board of Trade and New York Produce Exchange, promising the assistance of both these boards in the Association's efforts to procure the reduction desired.

AN UNACCOUNTABLE DELAY.

REPORTS from various sources this spring agree that the turnover has been much larger than it was last year in all staple material. The returns of traffic from the railway companies corroborate this. They have been hauling fully 25 per cent. more freight this spring than last, which is an unmistakable indication that business is on the boom.

The strong point in the situation is that the activity is not limited to any particular line, but extends to all branches of business, showing that the improvement is general and widespread.

Owing to this exceptional activity merchants are anxious that there should be as little delay in opening the canals as possible. Montreal jobbers, for instance, have a large number of orders for heavy material awaiting this event, and have simply to exercise their patience until the event is accomplished.

Considering the unusually early and open spring, it is surprising that the necessary work in connection with these arteries of commerce was not completed before this.

It is not only inland domestic commerce that is being locked up by the delay in this matter: Importers, who are awaiting spring supplies, point out that it directly concerns them, because ocean vessels are never in a hurry about reaching Montreal until they are sure the canals are open, and the chain of inland water communication is complete.

Last spring, there were ocean vessels in Montreal before the canals were ready for use, and the occurrence may be repeated this year unless the Department of Canals is more expeditious.

Another drawback is that the lack of water is a serious matter with industrial establishments who depend on the canals for their power. This is the case at Montreal, where a number of important works are situated along the Lachine canal. The water has been out of it for over a week now, and it is not expected that it will be let in again before the 25th, and many people think that it will be May 1 before the canal is ready.

It is, of course, requisite that it should be looked over every spring and the necessary repairs done, but it certainly seems to the lay mind that the authorities are very leisurely in the manner in which they have gone about their work.

The grain men, of course, strongly echo the complaints of other traders, for they are, perhaps, the most directly interested. In fact, in this matter there are complaints that the Minister of Railways and Canals is not looking after his Department as closely as he should.

ANOTHER DROP IN TURPENTINE.

TURPENTINE has again declined in Toronto and the west. The reduction is 3c. per gallon and was decided upon on Thursday.

This, with the reduction of 2c. on the 4th and 2c. on the 7th, makes a total depreciation of 7c. per gallon in two weeks.

The price is now 43c. f.o.b. Toronto, and 45c. per gallon delivered at Western Ontario points.

There is a difference of opinion among the jobbers as to the wisdom of this last reduction. Those who do not approve of it, declare that, in the event of war between the United States and Spain, there is not the slightest doubt but that the manufacture of turpentine would be impeded, the result of which would be a scarcity in this article.

On the other hand it is claimed that if such southern ports as Savannah, Wilmington, and Charleston are blockaded that turpentine will be a drug in the market and prices will in consequence be slaughtered. "This," said a well-known jobber, to HARDWARE AND METAL, "can scarcely be, for if these southern ports are blockaded, turpentine can be shipped to Europe through Canadian ports in British and other vessels."

THE NEW POSTAGE STAMPS.

The postage stamps issued by the Post Office Department for use by the public may be all right from an æsthetic point of view, and reflect credit on the artistic taste of the Postmaster-General, but the values are not sufficiently legible. It almost requires a microscope to discover whether it is a one cent, three cent or five cent stamp.

The Postmaster-General has recognized this difficulty, and in the next issue numerals will be placed on the corners in place of the maple leaf. This will, to a certain extent obviate the difficulty, but a more pronounced color for the one, two and three cent stamps would be an additional convenience.

WEST INDIAN TRADE.

AN interesting communication was received this week by the Montreal Board of Trade. It is well worth the consideration of Canadian merchants, as there certainly should be a larger outlet for Canadian produce and foodstuffs in the British West Indies than there now is.

If war is declared between the United States and Spain, as seems likely, Canada ought to be able to gain a footing more easily, and once this footing has been gained it will be easy to retain it. The letter in full is as follows:

PORT OF SPAIN, Trinidad, April 9, 1898.

Secretary Board of Trade,—Enclosed we beg to hand you a comparative statement which we have extracted from our Government returns, showing the value of foodstuffs, etc., imported into Trinidad for the year 1897 from United States, as against similar articles imported from Canada. We think if your millers and others made vigorous efforts, much of the trade now done between the British West Indies and United States might be diverted to Canada, as, in most instances, the quality of the Canadian produce is superior to the American.

We are pleased to learn from the public cable on 7th that your Government are likely to adjust the tariff, so as to allow sugar grown in British West Indies to come into Canada on favored terms. The need of a fast line has been the chief cause of the poor trade done direct by Canada in the past.

We would advise that we have successfully placed some 1,200 barrels Canadian flour on this market within the past few weeks, shipped direct from the mills, via St. John, N.B.

Yours, etc.,
RUST, TROWBRIDGE & CO.

The following figures were taken from the official returns at the Trinidad Customs House by Rust, Trowbridge & Co.:

	U.S.	B.N.A.
Bread	$43,195	Nil.
Butter	9,467	$ 489
Cheese	24,345	1,915
Coals	11,808	Nil.
Corn	25,382	Nil.
Cornmeal	21,388	Nil.
Oats	59,553	22,430
Flour	611,390	Nil.
Apples, etc.	9,948	48
Hay	9,196	921
Ice	9,552	Nil.
Lard	75,705	Nil.
Meats	206,563	547
Milk	1,003	Nil.
Oil	82,641	Nil.
Oil	460	Nil.
Oilmeal	62,350	24
Peas and beans	27,360	2,952
Soap	8,414	48
Horses	12,792	960
Sheep	9,528	956
Refined sugar	9,897	273
Rough timber	180,220	15,634
Shovels	4,392	Nil.
Staves	11,662	Nil.
Wearing apparel	32,031	14
Sundry manufact'd articles	58,176	1,646
Sundry foodstuffs	4,809	182
Total	$1,604,874	$39,033

ILLEGAL DEBT COLLECTING METHOD.

SUBJOINED, in reduced size, is a copy of a form which is being used by a collecting agency for the purpose of inducing bad pay customers to liquidate their liabilities. The names of the persons on the blank are substituted for the real names which appear thereon. The same has also been done with regard to the name of the association :

LAST NOTICE
BEFORE PROCEEDING IN
THE COURT.

JOHN ROE VS. A. DOE.

TAKE NOTICE THAT UNLESS the sum of $10 and 10 cents, due from you to A. Doe, be paid within 10 days from the date hereof, you may be proceeded against under the Act in that behalf; which enacts, that after judgment, execution pass hereon for the said amount, that if the Defender be ordered to pay by instalments, and he or she allow two instalments to run into the third unpaid, then, and in case, the indulgence of paying by instalments shall cease; execution may be ordered as aforesaid, in terms of said Act.

Dated this 14th day of April, in the year of our Lord One Thousand Eight Hundred and Ninety-Eight.

LIABILITY.		
Original debt.....	$ 9	00
Interest.....	1	00
Costs.....		
Postage		10
Total.....	$10	10

Seal.

A. B. C.
ASSOCIATION.

P.S.—If you prefer settling with A. Doe, of Blankville, before going into Court, bring this notice with you and save all further costs.

The blank has been sent to HARDWARE AND METAL by one of its Ontario subscribers with a request for an opinion as to the legality of using such blank for the purpose of collecting bad debts. The matter was referred by this journal to a well-known legal gentleman for an opinion, and his decision is as follows :

I am of opinion that the notice is clearly an imitation, or a colorable imitation of some of the forms appended to the Division Courts Act, and is calculated to deceive the public by inducing them to believe that such notice is a notice from the said court, and as such its use is illegal, and any person whether as principal or agent who prints or publishes, or uses it in the collection of debts, is liable to a penalty not exceeding $20 and costs for every day on which any such offence is committed. This subject of collection by means of such forms engaged the attention of the Ontario Legislature at its session of 1896, when an Act entitled "An Act Respecting Frauds by Debt Collectors," was passed, and which enacts as follows :

"Every person, whether principal or agent, who prints or publishes any notice or form which is an imitation, or a colorable imitation, of any of the forms appended to the Division Courts Act, and which is calculated to deceive the public by inducing the belief that such notice or form is a notice or form from the said court, or is part of the process of a Division Court, or who issues or makes use of any such notice or form in connection with any collection agency or otherwise, shall be liable to a fine not exceeding $20 for every day on which such offence is committed, the said fine to be recovered before a Justice of the Peace of the city or county, with costs."

This Act is now incorporated in the Revised Statutes of Ontario, 1897, as Chapter 255.

HALIFAX DEMANDS.

THE delegates from Halifax, consisting of Mayor Stephens and others, whose visit to Ottawa has already been recorded, waited upon the Montreal Board of Trade, Monday afternoon, to secure their support in the movement to have Halifax recognized by the Government as an important entreport in the trade of Canada.

The principal object of the Halifax representatives, according to the reports of their delegates, in their visit to Ottawa, was to secure from the Government an immediate acquiescence in the view that the facilities, some time ago destroyed by fire, for handling trade at Halifax, should be reestablished. So far as could be gathered from members of the delegation, these facilities consisted of the long wharf, or deep water terminus, the grain elevator and the freight sheds at Richmond, some time ago destroyed by fire.

Halifax claimed that, in a large measure, their outlay for shipping facilities had been governed by a national Canadian spirit. For instance, said Mr. J. M. Geldert, one of the Halifax representatives, the Halifax dry dock, an institution which figured in a commercial and national way in Canadian commerce, had been subsidized by the city of Halifax to the extent of $200,000. They looked for a reciprocal spirit on the part of the Canadian Government. They asked the Dominion Government to reconstruct, without delay, the facilities for handling trade that it had previously enjoyed.

"From the Hon. Sir Charles Tupper," so Mr. Geldert said, "the delegation had received a most sympathetic and intelligent hearing. He (Sir Charles) had expressed the view that the Government should not delay a day or an hour in starting the work to replace the elevator and deep water terminus and other facilities which Halifax previously had."

"Since the elevator and wharves at the deep water terminus and Richmond were burned away," said Mr. Geldert, "the Government had done practically nothing in Halifax. It was as much to the benefit of Montreal and Upper Canada, as to Halifax, that that port should be placed upon a reasonable footing to handle Canadian business. It was this idea that led to the interview with the Board of Trade. The delegation asked their countenance and co-operation in their movement to obtain for a Canadian port, which (especially in view of the possibility of an Hispano-American war) would be largely looked to for the handling of ocean-going traffic."

Mayor Stephens said that their interview with the Montreal Board of Trade had been an encouraging one. Although no definite resolution was passed, an intimation was given that the Board of Trade would be prepared to co-operate with Halifax in securing that measure of business which belonged to it.

TRADE WITH SCANDINAVIAN COUNTRIES.

FROM the report of Mr. C. E. Suntum, the Government agent for Canada in Norway, dated April 1, and just received by the Department of Trade and Commerce, Ottawa, it is learned that good times prevail in Norway. The shipping trade has been active, carrying ice to the southerly countries, like Germany, where the ice crop failed on account of the mildness of the winter. The market price of ice is five or six times higher this year than it has ever been before, and over 100,000 tons have been exported. The fisheries have been good, with higher prices than usual. The lumber and pulp industries have been active. Owing to the light snowfall some difficulty has been experienced in getting logs to the mills, with the result of increasing the price of lumber of all kinds. It will thus be seen that the purchasing power of the Scandinavian countries is exceptionally high this year.

The agent reports the arrival in Norway of some radiators in carload lots, and says that the outlook is promising for a large trade. Finland and Denmark are having a portion of this consignment sent to them. Bathtubs of improved make have been received from a manufacturer in Ontario, and there is every prospect of their replacing the German and English bathtubs now used almost exclusively there. Corn brooms and brushes have been received from Canada and put on the market.

FORM OF CONDUCTING SALES TO AVOID OVERSIGHTS IN MAKING CHARGES, ETC.

BY E. D. WARNER.

THE difference between a progressive and an unsuccessful concern is often due to the use of a thoughtfully planned and carefully applied system of store management, of which its application to cash and credit transactions is most important.

All retail business is divided into two classes, cash or cash and credit, varying in proportion. A gradual but sure change is going on from the old idea of charging goods on time to the modern one of short time and as strict adherence to cash as is possible. In the large department stores and in a few stores of a single line goods are sold strictly for cash with splendid results. Because of local conditions most stores, however, combine the two. In both classes all transactions may be reduced to two general heads :

a. Cash sales, where money is paid, goods delivered and transactions completed.

b. Charge sales, where goods are delivered, charged, with payment to be made at some future time.

These, with three other corrollary transactions—namely, (1) Money paid in on account; (2) money paid out ; (3) change made—comprise nearly every possible transaction between store and customer. The expense of doing business diminishes in direct ratio to its approximation to cash and increase with the extension of credit in additional bookkeeping, office and store expenses.

Cash and charge sales are usually handled in an entirely different manner one from the other. In one payment is made and the transaction completed at time of purchase. The danger of loss is small, depending upon the accuracy and honesty of the clerk and especially upon the extent the customer enters personally into the transaction as a check.

CREDIT SALES.

In credit sales, however, is where loss usually comes. Forgetting to charge the account is of common occurrence. The loss from that source is far greater than most merchants realize. The ordinary form of charging is to call off to the bookkeeper or to enter in a desk blotter usually at some distance away. In a busy time, with utmost care, oversight from failure to charge is common and loss results. It may be a case of ignorance is bliss, but it cuts profits. When the clerk forgets to charge it your customer gets the goods and you get nothing.

THE ORDINARY BLOTTER.

If the ordinary blotter is used it should be an invariable rule to enter the charge at once before any one else is waited upon. But this contingency should be done away with as far as possible, and the possibility of an oversight should be reduced to a minimum, which is obtained by using charge slips in duplicate, one for store and one for customer.

CARELESSNESS WORSE THAN DISHONESTY.

Lack of system breeds carelessness, and a dollar lost through carelessness is less excusable than through dishonesty, for the latter is sure to be discovered in time; rarely the former.

That method of conducting one's day's sales is best which is most systematic and simple, minimizing possibility of carelessness or error, and at the same time interesting the customer in the transaction.

INTERESTING THE CUSTOMER IN THE TRANSACTION.

This last feature is most important, for its effects rightly carried out are far reaching. The object of advertising is to interest the customer. Interest him in goods or store and your wares are half sold. Bring him into close relationship with your clerks and store, proving to him that his interest is yours and yours his, and you can defy competition.

The most systematic and simplified form of conducting the day's sales has not as yet been solved. Varying conditions require different applications of detail according to size and complexity of business. The principles will, however, remain about the same. The object in all cases is first to have some system that is simple, reducing chance of oversight or error to a minimum.

DUPLICATE SLIPS.

The most simple form, it seems to me, is that of duplicate slips used in connection with a register. Do away with the common money drawer. Every transaction should have a traceable check. The ideal system would be the combination of a cash carrier with cashier using a cash register, all transactions passing through his hands, every sale coming from salesman upon duplicate slips, cash items having return receipt delivered to customer while the duplicate slip is retained by cashier, the gross amount being registered. Likewise all charges are entered upon duplicate slips by the clerk, sent to cashier, who retains one, returning other to customer, meanwhile registering the amount, either entering or filing away the original slip, the footings of the latter balancing at night with the amount of the registered duplicate slips. This gives exact and complete check on every transaction, while simple and comprehensive, but is especially adapted for large stores and department work. Its objection is its expense.

THE BEST SYSTEM.

For the average retailer the system that gives the greatest results, considering the expense, is one using a register with manifold rolls of paper and a summary roll. The manifold slips are torn off by the salesman, showing the transaction in duplicate, the various items being written in detail, whether it is a cash sale or a credit one. The original slip is given the customer and the other is retained, the charges being made from the duplicate when the goods are sold on credit. Costs may be figured on both cash and credit slips. The summary roll is locked in the register and is only accessible to the one having the key. This roll moves only fast enough to record the total amount of the sale as it is written at the bottom of each manifold slip. At night, the day's record is torn off and presents a summary of the day's business, as shown in Fig. 1.

THURSDAY, JULY 15, 1897.

Cash on hand $7.80

	Cash sales.				Charge.	Cash paid in.	Cash paid out	Change.
	1	2	3	4				
3			4.80					
1	1.70							
2		5.40						
3			.60					
4				5.00				
3	Mrs.	S. B.	Harr	is on	con't	3.00		
1	2.40							
4		Chan	ge ..	....	....	....	....	5.00
2		4.20						
1	.70							
4				1.00				
2	Char	ge A.	B. Jo	nes..	3.00			
4		Ex	press	....	....	....	.30	
1		To	safe	....	....	....	....	30.00
				To	safe .	....	....	90.00
			Ca	sh sa	les..	....	....	120.00
		Cre	dit sa	les ..	....	....	....	50.00
					Tot'l	sales.	....	170.00

FIG. 1—DAILY BUSINESS SUMMARY.

Have the cash side of the summary roll so ruled, as in Fig. 1, to show one column for each clerk, who has his own individual number, with additional columns ruled for "Charge made," "Money paid in on account," "Money paid out," and "Change made." With each transaction the clerk writes the number in the first column at the left, enters the amount of cash in his column, presses the combination and the drawer flies open, ringing bell, at the same time rolling paper beyond ready for next transaction. The opening is only large enough to admit of one entry at a time. Money paid in or out is likewise entered in appropriate columns, the expenditures or receipt showing to or by whom given.

When change is made the amount is entered in the change column. A charge is treated in like manner, only the address and amount being entered upon roll, the

itemized slip from which entry is made being put in drawer.

EVERY TRANSACTION SHOWN.

At close of business the register is unlocked, revealing every transaction of the day, giving total, gross and individual sales with the number of each clerk. Debiting and crediting the various amounts paid in and out with cash sales against cash on hand and in banks gives a complete epitome of the transactions upon the cash side. The amount left is carried forward to the next day as "Cash on hand." The detail charge slips filed in drawer during the day should check and balance charge entries made on the cash roll.

The amount of "cash on hand," $7.80, in Fig. 1, is the amount of change in cash drawer at the end of the day's business, and is made up as follows:

$3.00	Dollars.
2.50	Halves.
.75	Quarters.
.60	Dimes.
.55	Nickels.
.40	Pennies.
$7.80	

The $5.00 in change column is change made for a customer. The $30.00 in the same column was taken out of the cash drawer earlier in the day and put in the safe. "To safe, $90.00," represents the balance of cash sales for the day taken out at night; and, added to the $30.00 taken out before, gives the total sales for the day. The individual sales for each clerk are also footed up at the end of the day, though not so shown in Fig. 1.

SLIPS OF DIFFERENT COLORS.

The duplicate slips should be preferably of different colors, one original and other duplicate from carbon copy. One is kept, and the other is given to customer. Here, two methods may be used. The easier is as given, to itemize all charges on the duplicate slips, while entering total on cash roll. A very desirable thing, however, and the one most systematic, is also, if possible, to itemize all cash sales on the duplicate slips as well as charges, the sum total going on the cash roll. It will take but little more time to do this when once understood and will give great returns in accurate knowledge of one's business. One extra column should be inserted for costs. In this way profits can be daily determined, a condition most desirable. The clerk should estimate costs as far as possible.

PROFIT, NOT GROSS SALES.

He should understand that profit, not gross sales, is the object of business. It will reduce cutting of prices, give better knowledge of stock and increase the interest of the clerk in the business. The proprietor, however, should enter and extend costs when slips are given to customers. If profits are so figured, one will be surprised at the results of things, and will wish he had begun before.

It should be an invariable rule for each clerk to go to the register and make entry of every transaction before another customer is waited upon. At the close of business the day's transactions on the summary roll is torn off while the charge slips are entered or filed away alphabetically, only being concealed by payment or return of duplicate. The individual and gross total footings are then made and entered in a book ruled so as to show the cash and charge items for every working day of the month, the amounts paid in and out, with such special items as seem desirable, as in Fig. 2. The first column shows the amount of change in the cash drawer at the close of the previous day's business. The total of three day's

	Change Left.	Dates.	1		2		3		4		Received on Acct.	Paid Out.	Expenses.
			Cash.	Credit.	Cash.	Credit.	Cash.	Credit.	Cash.	Credit.			
0	5.10	1	14 12.14	9 40.50	18 18.30	20 40.57	42 82.30	52 32.25	15 22.16	15 128.75	35.00	4.50	22.10
+25	5.03	2	24 20.32	32 70.60	18 16.20	17 34.76	18 88.42	41 70 21	10 60.02	65 430.43	40.00	7.40	24.30
25	4.25	3	16 23.31	20 45.16	20 18.14	3 40.40	36 180.12	52 42.10	18 94.18	28 274.34	15.00	8.90	32.50
(Short or over.)		4	54 55.77	61 156.26	56 52.64	67 115.66	96 350.84	125 144.56	43 176.36	108 833.52	90.00	20.80	78.90
		5											
			450 450.20	320 740.25	630 525.50	450 830.50	980 2,005.30	530 2,840.00	760 1,534.90	508 1,780.40	940.00	150.30	560.10

Gross Totals

2920 Cash, 4,515.90 — 1808 Credit, 6,191.15

FIGURE 2—RECAPITULATION LEAF.

A Practical Painter's Opinion.

"This is to certify we have used **THE SHERWIN-WILLIAMS PAINTS** for two years, and can safely say that there is a saving of from 25 per cent. to 35 per cent. over White Lead and Oil in their use.

"They work free and cover better, and we can recommend them to any person.

"Yours truly,
"(Sgnd.) WEATHERWAX & SON,
"Painters and Paperhangers,
"Tilsonburg."

Hundreds of painters use and prefer ***S.-W. P.*** to Lead and Oil mixed in the old way, because it's better in every way.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

business are shown on the leaf, and at the end of the month each column is footed up, as shown. The gross totals of cash and credit sales for the month are thus obtained. The total individual sales plus amount of change in cash drawer should equal gross total of cash sales. Indicate amount o discrepancy of shortage or amount over each day at the left of the first column, as in Fig. 2. In small figures at the right and above individual sales, enter numbers of such sales with their total above total of day's gross sales. In connection with this side use the duplicating part as safeguard and check upon the cash, while the entry upon cash roll of total charge checks itemized duplicate charges entered on the slips.

PART OF CUSTOMER IN THE TRANSACTION.

What part now has the customer played in the transaction? None, except as a passive recipient. Just so far as he can become interested, just so far will he be not alone a check upon any oversight of the salesman, which, however, would be discovered at night, but interest once aroused he becomes more closely attached to your business, loses sight of the penny in the service and becomes a walking advertiser.

Blessed is the man who has such a customer. How may he be obtained? Make him financially interested in the business as well as the sale. This with prompt and obliging service will bind him to you with cords of steel. Have the slip of every transaction delivered with the goods to the customer. If over the counter hand to him, if delivered, whether paid, charged or sent C.O.D., send with delivery man, who must return the statement of such delivery with the time, kind and number of goods, by whom sold, with the receipt of consignee.

This slip must represent value, alike to the merchant and customer, to be the means of check to the one and of interest to the other. To accomplish this, have printed besides the address at the top or on the back some pungent advertisement. But, above all, let this check represent a rebate for cash or quick payment of account.

CREDIT AND CASH.

Do you know what the credit part of your business costs you compared with cash? Figure it once and see. Put the difference in rebates for the redemption of checks and see if you do not think it pays. Keep the principal, let each work out the details himself. Have them redeemable in merchandise and it will help your trade.

For instance, have printed on the slip, if for cash, "$10 in amount of these cash slips presented at one time good for 50 cents' worth of Hardware. Save and return your slips." Or on charge slip, varying with amount: "If paid promptly in ten days from date this check will be accepted with rebate of 2 per cent."

A great number of applications can readily be made. This object is to get quick returns, to get slip back as check on sale, and especially to interest the customer in the business, making him financially interested in results. All the slips can be kept in daily roll together, in which case the charges should be checked up and copied either into journal, or, what is better, original slips can be filed directly in a bill pocket book, the duplicate sent to customer serving as an original bill, book entries being made of sum total only, with reference to slip. The bill when returned for payment and rebate checks the other. Credit is made on the books and bills are filed away as complete record of the transaction.

PREVENTING ERROR.

The slips and continuous record first check one another and then are in turn checked by the rebate slips, preventing error, and at the same time increasing interest of both clerk and customer. If clerk is apt to be away from register, let him have pocket duplicate book, itemize charges thereon, and then bring to register. But this would rarely be necessary.

While lengthy in description, this system is very simple and reliable in application, bringing at the same time great results in the life of trade. The principles here exhibited can readily be applied in other forms. The cash register, with check printing device, also presents a most excellent method along somewhat similar lines of avoiding oversights and keeping exact record in a simple manner.—Iron Age.

WROUGHT IRON PIPE PRICES.

A meeting of wrought iron pipe manufacturers was held in the Monongahela House, Pittsburg, on Thursday, April 7, at which about 20 concerns were represented, Frank J. Hearne, of Riverside Iron Works, Wheeling, W.Va., presiding. The unsatisfactory condition of the merchant pipe trade prevailing for some time was thoroughly gone into, and various plans were suggested to put it on a better basis. It was finally decided to establish a discount of six 10's and 5 per cent. in addition to base discounts. The question of additional discounts on large orders, freight allowance, and other matters regulating sales of pipe, were referred to a price committee. This committee is now at work, and will report at another meeting of the pipe manufacturers to be held in Pittsburg on Wednesday, May 4.

The foundry of F. X. Routhier & Son, Vankleek Hill, Ont., was totally destroyed by fire on Tuesday night, this week. The estimated loss is about $3,000; insurance, $1,000.

W. GILBERTSON & CO.
Limited.
Ponterdawe Steel, Galvanizing and Tinplate Works
Ponterdawe, near Swansea — South Wales.
Makers of . . .
PATENT FLATTENED GALVANIZED SHEETS.
"COMET" brand
of best soft Siemen's quality, true to gauge, perfectly flat, smooth, and well galvanized.
—ALSO—
Tinplates and Terneplates.
ALEXANDER GIBB
Agent . . . 22 St. John St., Montreal.

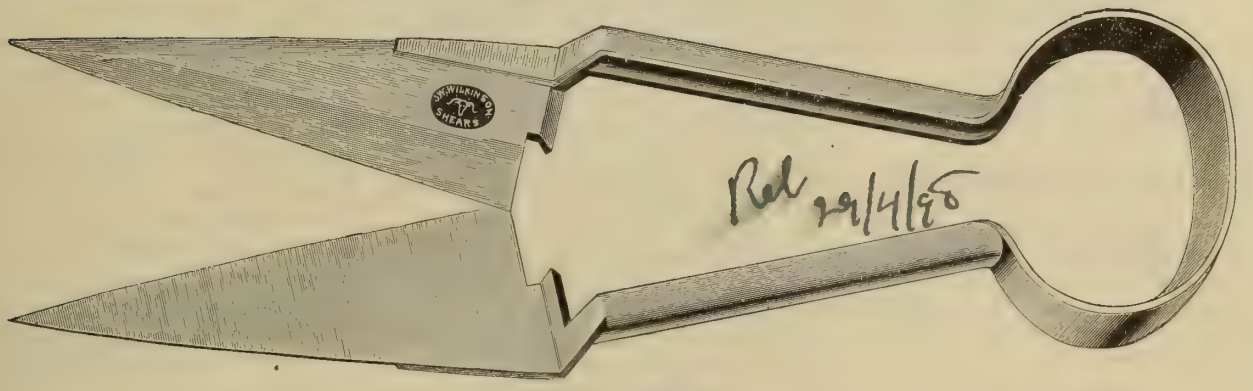
H. S. HOWLAND, SONS & CO.

37 Front Street West

HARDWARE MERCHANTS

TORONTO

PRUNING SHEARS

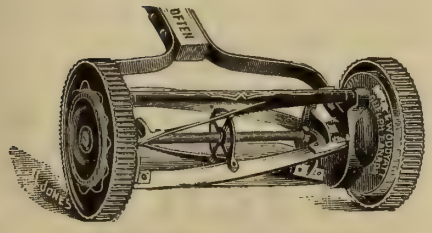


SHEEP SHEARS

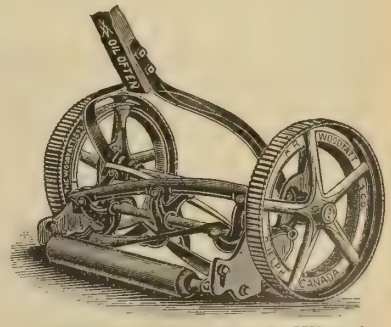
Garden Shears
Garden Rakes
Lawn Rakes

HOSE REELS

Garden Hose
Garden Hose Fixtures
Garden Wheelbarrows



LAWN MOWER—Low Wheel
10, 12, 14, 16, 18 inches



LAWN MOWER—High Wheel
12, 14, 16, 18, 20 inches

If you have not received our latest catalogue of seasonable goods, write for one.

H. S. HOWLAND, SONS & CO., TORONTO

GRAHAM Wire and Cut Nails are the Best.

HOLDING POWER OF NAILS.

THE holding power of nails was the subject of a paper lately read before the Technical Society of the Pacific Coast, by Prof. Frank Soule. The data for the paper had been obtained by tests with wire and cut nails, driven in Douglas spruce (Oregon pine) and in redwood, each of which timbers is very extensively used in building and construction on the Pacific Coast.

The points which it was particularly desired to clear up by these tests—conducted in the laboratory of the department of civil engineering in the University of California, at Berkeley—were, as follows :

The relative merits of cut and of wire nails ; the merits of different surfaces on the nails ; the best shape of nails, as to points, etc. ; the relative holding powers of these nails in Douglas spruce and in redwood ; the best relation between the length of nail and the thickness of the board nailed by it ; the effect of time upon the holding power of nails in the cases of the kinds of timber above named.

The conclusions formed from a consideration of the results of the tests are, as given below :

1. Cut nails for the same area hold better than wire nails.

2. The holding strength increases with the length of the nail, but not according to any simple law.

3. The pointing of the wire nail adds about one hundred per cent. to its efficiency. If slightly more pointed than they are made at present, the holding power would be increased.

4. Pointing the cut nail adds 33 per cent. to its efficiency, but it increases the tendency to split the wood. To avoid splitting, the taper side only of the cut nail might be wedged. If wedged on all four sides, it holds best.

5. Cut nails driven with wedge across the grain are only about 80 per cent. as strong as those driven with the wedge parallel to the grain. This fact does not accord with practice in driving, probably on account of the greater tendency to split the wood.

6. A nail is three times as strong when driven into the side of a beam—that is, across the grain —as it is driven in the end of it ; that is, parallel to the grain.

7. The holding power of nails increases with time in case of redwood. It is asserted by some that the tannic acid rusts the nail and thus increases its holding power. It is probable that this effect would be extended over a few months only, after which the further rusting of the nail would weaken it. The effect of time in case of cement nails does not seem to be great, and is only slightly greater in case of wire nails, but is very considerable for cut nails.

8. The tests show that all these nails lose holding power with time when driven into Douglas spruce. This probably may be accounted for by the small lateral adhesion of the fibres in this wood and their gradual yielding to the wedge action of the nail. In other words, they pinch the nail less and less with time, but it seems unlikely that this diminution would continue indefinitely.

9. In redwood a cut nail holds slightly better than a wire nail.

10. In Douglas spruce the cement nails are 1.3 times stronger than the wire nails.

11. A cement nail is slightly stronger than a wire nail when driven into redwood, but the difference in strength is small.

12. Under shearing stress, cut nails are 1.4 times stronger than wire nails. There seems to be no difference in the resistance of the nails to shear in using blocks of Douglas spruce or of redwood.

13. When nailing cleats to a block the same area of nail in the wood will hold about the same stress, whether a few large nails are used, or more small ones. The superiority, if any, is in favor of the larger nail.

14. The cut nail holds 1.33 better in Douglas spruce than in redwood ; the wire nail about the same in each, with a slight superiority in favor of redwood.

15. The holding power of a nail is not directly proportional to its surface in contact with the wood. In determining the relative holding powers, the stress per unit area has been employed, but as far as possible nails have been taken as nearly alike as practicable, so as to eliminate the error introduced by this method,

16. In drawing a nail, the pull seems to reach a maximum shortly after the nail starts.

17. In case of a wire nail, the applied stress increases gradually ; of a cut nail by jerks and starts. The decrease of holding in wire nails after reaching the maximum is gradual, while in cut nails it falls off suddenly. Hence, a cut nail is not as efficient in holding together pieces of timber subject to vibration as is the wire nail, for the former is more easily loosened, and, being partly withdrawn, loses much of its strength. This results from the fact that the major portion of the resistance comes from the wedge sides of the nail.

18. Cut nails are more likely to split Douglas spruce, and wire nails to split redwood.

19. In shearing a cleat from a block to which it is nailed, a maximum resistance is obtained for a cleat the thickness of which is 2.5 of the length of the nail used. This agrees closely with the practice of using a nail about 2½ times the thickness of the thinner piece nailed.

20. A slight roughness on the surfaces of a nail is of advantage.

21. The cut nail is more efficient when driven into Douglas spruce, but the wire nail is more so in redwood. This fact bears out the theory as to the manner in which a wire nail holds. The lateral pressure of the redwood fibres is greater than that of the fibres of Douglas spruce, on account of the closeness of the grain of the redwood, it having 39 annular rings to the inch, as against 14 for the spruce ; and this holds true, notwithstanding that the redwood is softer than the spruce.

The general conclusion from our tests is that for most uses and under most conditions the cut nail is superior to the wire nail.

MARRIED 25 YEARS.

To day (Friday) our esteemed citizens, Mr. and Mrs. Jas. Purvis, celebrated the 25th or "silver" anniversary of a happy married life. The Journal extends congratulations on the event, and trusts that they will live to celebrate the "golden" anniversary, 25 years from now.—Sudbury Journal, April 15.

[Mr. Purvis is a member of the hardware firm of Purvis Bros., who have a place of business in North Bay as well as Sudbury.—Ed. HARDWARE AND METAL.

THE MIXING OF LUBRICATING OILS.

The ironmonger who proposes to add lubricating oils to his trade should learn something about mixing, as a little knowledge of this department will save him a good deal of money. Mineral lubricating oils can be bought at various densities but those of high specific gravity are always rather dear. One of the cheapest mineral lubrication oils is that known in the trade as ".885," whether American or Scotch, and this is the oil most suitable for mixing purposes. The price generally runs from £5 and £7 per ton, in barrels ; or, say, an average of 6d. per gallon. The specific gravity of this oil may be raised by adding lardine or thickened rape oil, but in the former case the oils must be heated before they will mix. The most convenient specific gravity for "thickening oil" is about .975; if it be heavier it is liable to separate after mixing. In the case of good thickened rape oil the mixing can be done without heating, and for this reason rape oil is the thickener best suited to the needs of the small dealer, who has no tank, and no means of heating them if he had. In mixing, it is needful to put in enough of the thickener, as an insufficient quantity usually refuses to blend. For example, 5 per cent. of thickened rape and 95 per cent. of .885 mineral would probably not blend, whereas 15 per cent. of the rape and 85 per cent. of the mineral would blend easily. Hence, if less than 10 per cent. of thickened rape be required to make up the desired gravity, it is better to take a denser mineral oil rather than to decrease the quantity of rape, although the resulting lubricant will be slightly more costly.—Ironmonger.

HALIFAX TRADE NOTES.

Turpentine is 1c. per gallon cheaper in Halifax, the wholesale price now being 46 to 47c.

The Herald says there is an easier tendency in the local market for cement, owing to the arrival of a quantity of German-made goods, but the prices of the best grades have not been affected.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO
Limited
HAMILTON, ONT.

MANUFACTURERS OF

Paints.... Dry Colors and Varnishes

REGISTERED TRADE MARK

ISLAND CITY

Island City Floor Paint

Dries in eight hours.

Island City House Paints

Ready for the brush. Send for sample card showing 42 colors.

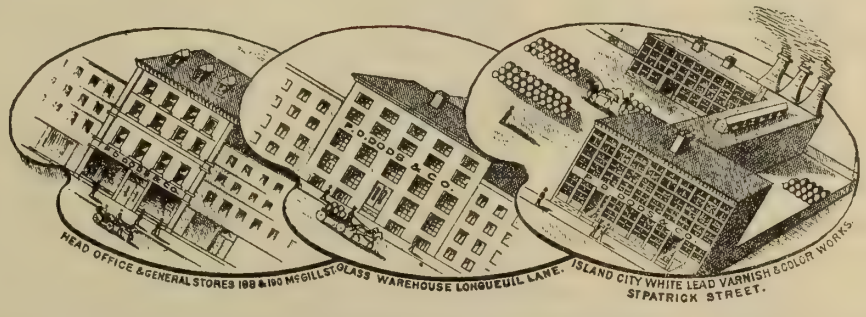
Island City Pure White Lead

Decorators Pure White Lead

Island City Pure White Paint

Superior to any white lead made.

ISLAND CITY ENAMEL PAINTS
GLOSS CARRIAGE PAINTS
BARN PAINTS



Oil Wood Stains, Water Stains, Prepared Kalsomine and Fresco Tints, Island City Liquid Oxide Roofing Paints, Fine Coach Varnishes, Island City Coach Filler.

Full Stock of . . .

Window Glass—Plate, Obscured, Colored, Enamelled.

P. D. DODS & CO.

TORONTO MONTREAL

MACHINERY AND MECHANICAL DEPARTMENT.

WARNING TO ENGLISH MACHINERY MAKERS.

EXAMPLES of the way in which British trade is lost have only been too frequent of late, writes a correspondent to The English Engineer. Their multiplication is unquestionably due, at the present moment, to the engineering dispute, but at same time it is only too evident to those who study the trend of commerce that in engineering matters, at any rate, the British manufacturer, as long as he sees his order book well filled, is apt to regard the future with a dangerous complacency.

"It is more supineness," H.M. Consul-General at St. Petersburg wrote recently, "than anything else on our part to allow Germany to supply Russia as she did, for instance, in 1895, with 64 per cent. of all metals imported, 53 per cent. of all manufactures in metal and 49 per cent. of all machinery. The absence of the British commercial traveler is mainly at the root of this, and that he is not more abroad and active must be deplored. To be beaten by craftsmen who are more or less our own commercial pupils is manifestly an abnormal condition of things, which British enterprise without much effort can remove."

The wider application of these remarks is easily made. On all sides, rivals are showing the greatest activity, and, in their endeavors to get a footing on our market, are accepting prices which can hardly cover the cost of manufacture. They are also ceaseless in their endeavors to find new and better means of manufacture, and, by adopting new methods, even when the sacrifice of the old is costly, they enable themselves to undersell the too conservative British manufacturers.

Mr. Robertson, president of the Egyptian Railway Board, has recently addressed to Lord Cromer a letter which bears strongly on the above points: "We have," he writes, "ordered from four firms machine tools to the value of £5,000 to £6,000 ($25,000 to $30,000) to be delivered in periods varying from two to four months reckoned from June 1, 1897. All the contractors have written for extension of time on account of the strike, some asking for more than double the original time, as the tools are urgently required, and even the extended time has elapsed in some cases. I am obliged to write to our inspecting engineer that if the tools cannot be supplied at once we must cancel the orders and buy on the Continent."

Only last month Mr. Gilbert Little stated in a letter directed to The Engineer that for a similar cause he had been obliged to purchase machine tools abroad. Less anyone should be tempted to say that when these things only happen in moments of necessity, and that when more tranquil times return the superiority of English work will bring back trade, we should like to emphasize the fact—we speak from personal examination of the machines at the new Conveyor Co.'s works and elsewhere—that the best Continental and American manufacturers turn out work fully equal to the products of English firms in construction and material, and superior in design in so far that they are more readily handled, and the workman is able, consequently to turn out a greater amount of work per hour.

Very few of the employers can be blind to this fact, and it is only fair to repeat again that they are not entirely to blame. A special activity is to be looked for in this direction at the present moment, when the strike appears to be drawing to an end, and it is certain that both American and German manufacturers will get such a footing on the English market that not for many years shall we be able to recover, and not at all unless the most liberal views replace our old conservatism in design of machinery. Mr. Robertson, in the same letter, relates another incident, which we quote: "An inquiry was made direct from an English firm without advertising. In reply, they raised their former prices nearly 30 per cent., and added that we had better place the order quickly, as prices were still rising. Knowing that the rise in prices of rails and girder work did not affect the goods in question I cabled: 'If you cannot deal at last prices must invite tenders,' and received in two or three hours a reply accepting the original prices. A dealer is, of course, right to get the best price he can, but the course described above does not seem calculated to encourage foreign orders in the face of continental competition. I am sure that much of the Egyptian railway administration bridge work has been taken at bare cost price, just to get a footing by continental firms. We shall soon be ordering some locomotives, and in the present state of affairs, there is but small chance of their going to England." Remarks upon these pregnant sentences are almost unnecessary. If we lay to our souls the unction which the disaster to the foreign made Embabch bridge seems to afford us, we must not do it without remembering that even with the additional cost of repairs, the sum spent on that bridge is far less than the English estimates. The way that foreign makers are looking at trade now, and in which Englishmen will have to regard it is not what is the highest figure they can get, but what is the lowest they can accept.

ARMOUR MAKING IN SHEFFIELD.

THE armour-plate makers, of Sheffield, have established a world-wide reputation for themselves during the past few years, and now declare that they are equal to any demands which can be made upon them. History repeats itself. In the middle ages our armoursmiths made the same boast, and although there is as wide a difference between the production of the fourteenth-century Hal o' the Wynd and the nineteenth-century rolling mill as there is between a horse-chestnut and a chestnut horse, the boast was not unwarranted. Still, times are changed, and what was the everyday article of the middle ages is the curiosity of the nineteenth century, as a visit to the Tower of London on a bank holiday will very easily demonstrate.

Much of the work, however, that was turned out by the old smiths was really excellent, and lovers of the beautiful will welcome the news that at the forthcoming Metalworkers' Exhibition, to be held at the Royal Aquarium, Westminster, the St. Stephen's Hall Annexe will be given up to an armour display. The collection is to include, amongst others, the splendid examples belonging to the Duke of Westminster, and kept at Eaton Hall. The Marquis of Lorne, Viscount Dillon, Lord Archibald Campbell, together with a number of other well-known persons, are also interested, so that a representative display may be considered to be assured. Apart, too, from the beauty of workmanship of much of the old armour, historic interest always comes into play, shedding a glamour of romance, and often recalling half-forgotten tragedies, which for the moment render one blind to the strictly utilitarian nature of the articles themselves and their prosaic surroundings.

I never look at hammered ironwork without being carried away mentally to Antwerp, where Quentin Matsys' exquisite piece of craftsmanship is to be seen just outside the cathedral. It is enshrouded, of course, by the mists of tradition. The tale runs that Matsys, when earning his living as an artist, fell in love (how old a tale!) with the daughter of a smith. The father, thinking that the youth was wasting his time in painting madonnas and saints, refused his consent to Matsys' suit until such time as the young man should prove his skill with the hammer. The father's action resulted ultimately in the production of one of Antwerp's treasures and love's monuments.—Vulcan, in Ironmonger.

Thomas C. Ivinson and Wm. Thompson left Petrolea last week for the Jaffa oil fields. They expect to be absent from Petrolea for at least two years.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

Fourth: NO OTHER Stove Polish ON EARTH has so large a sale

Hardware Dealers! When placing your orders for **EDGE TOOLS** of all kinds always specify

James Warnock & Co's Goods.

Give no orders for **CHOPPING AXES** until you have seen our samples and prices. We have something **Special** that you want.

JAMES WARNOCK & COMPANY

GALT, ONTARIO

Hardware Dealers

will find at the end of the season that bicycles fitted with Dunlop Tires are worth 150 cents on the $.

There's More Profit

in selling a good wheel—and Dunlop-tired bicycles are the easiest wheels to sell.

American Dunlop Tire Co.
Toronto

Canadian Branch Depots in Montreal, St. John, N.B., Winnipeg, Vancouver and Victoria.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

SHIPMENT OF VALVES.

THE shipments of brass and iron valves continue active. Upwards of $15,000 worth are to be shipped this week by a Cortlandt street firm to Antwerp, Hamburg and London, and they say that they are at present turning out a large order for prompt shipment to Glasgow. The European market is said to be giving a most satisfactory result to the valve manufacturers who are trying to develop the business.—N.Y. Journal of Commerce.

SHIPMENT OF WELSH TIN PLATES.

Reports from Swansea state that the shipments of tin plates to foreign and colonial markets increased considerably during the first half of the current month following upon a moderate expansion in January and February. Stocks are consequently reduced when compared with those of the corresponding period in 1897. Unfortunately, there is no appreciable improvement in prices and no inducement to extend the production. Indeed, the receipts from the South Wales works have latterly rather fallen off, many mills being still closed, their owners seeing no advantage in resuming operations in the present condition of the market. Partly, no doubt, the profitless margin is to be ascribed to the high price of steel, but it is mainly the difficulty of meeting the competition of American producers. The following figures give the exports of tin plates to the United States and the total exports to all markets in the first two months of each of the last five years :

	U.S. Tons.	Total. Tons.
1894	31,799	55,459
1895	41,827	62,871
1896	18,841	41,855
1897	18,488	49,831
1898	17,807	53,046

THE COPPER SITUATION.

The following, in regard to copper, is from French & Smith's Circular, under date of London, April 7 : "Statistics continue to be very favorable, and deliveries have exceeded supplies during the past month by 1,239 tons. The speculative turnover was not so large as of late, as operators showed caution in entering into forward engagements under present political situation, and, also, many are influenced by the fear that the increasing production may have to be dealt with in the near future."

CUTTING IN PIG IRON.

No indication is found of furnaces selling below the agreed schedule—$10 at furnace, $10.65, Lorain, Cleveland and Pittsburg, and $10.10 to Youngstown and New Castle. It is affirmed, however, that iron has been bought at $9.65 and $9.75 with in 10 days, from middle hands. The interest in the iron market for three weeks has been so slight that prices are not much of a consideration. The foundry iron dealers who advanced prices recently are adhering to the advances, but are not able to sell. Gray forge is likewise quiet.—Iron Trade Review.

THREATENED OVERPRODUCTION OF TIN PLATES.

The dull and uninteresting market mentioned last week has continued, and no trading of any volume has been done. Buyers and sellers alike are awaiting developments. The only purchases made are small ones, to fill out depleted stocks and for immediate use. The indications are that there will still be a good demand for tin plates over the next six months, and it is generally believed that, war or no war, the canning trade will consume a much larger quantity of tin plates than has been contracted for up to the present time. With anything like normal demand it is probable that better prices will prevail for deliveries up to and including August.

The mills are well supplied with business and are running to their full capacity ; in fact, it is difficult to obtain any plates for April or May delivery. The condition of the trade after October 1 is an open question, and it is generally believed that the business will be overdone to such an extent that the competition will be keener than it is now, and that a lower range of prices may prevail.—Iron Trade Review, Cleveland, O.

ALABAMA PIG IRON EXPORTS.

The export trade in Alabama pig iron is again displaying great activity. Within the past few weeks 5,000 tons have been shipped from a single yard of the American Pig Iron Storage Warrant Co., at Ensley City to European points, the latest shipment of 1,000 tons going to Genoa, Italy. The Tennessee Coal, Iron and Railroad Co. is also making heavy shipments to Stockholm, Liverpool and Genoa, while orders and inquires from all over Europe are more active than at any time in many months. It is estimated that already this year's movement of Alabama iron to Europe has exceeded 50,000 tons.

A Kingston hotel keeper has been compelled to pay $15 for a traveler's valise stolen from his premises.

NEW YORK MARKETS.

NEW YORK, April 20, 1898.

PIG TIN—Regarding business, reports were much tamer to-day than they were yesterday. Interior orders did not make as good a showing and local operations were almost wholly on very conservative lines. However, the market retained quite a good tone in the absence of new influences adverse to holders. Straits may fairly be quoted at 14.40c. ex vessel or in store, 14.45 to 14.50c. free on board, in lots of five tons or more. London cables quoted slightly lower prices, but did not affect the New York markets.

COPPER—There is no sign of the slightest fracture in the strong features that have characterized the market for sometime past. The export movement keeps up remarkably large, home consumers are using considerable metal and the output is so closely taken up that prices remain very firm. Lake Superior ingot was quoted at 12c. bid and 12½c. upward asked. About 11¾ to 11⅞c. was named on electrolytic bars, cakes etc., and 11⅜ to 11½c. for casting stock. London cables quoted slightly higher prices for bars, and fairly large business.

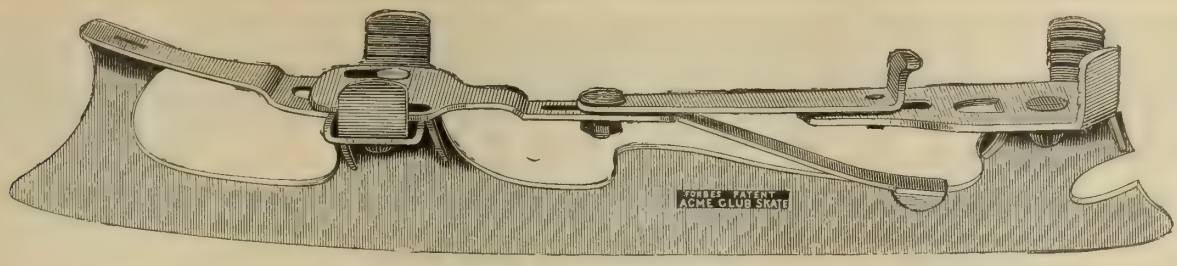
PIG LEAD—A dull sort of market for this metal is still being experienced. Large consumers are making only moderate purchases, since business in their product is backward for the season, and jobbers are buying in hand-to-mouth way. Prices naturally, are barely steady, with 3.60c. quoted to-day and moderate sales reported thereat.

SPELTER—Producers are holding prices quite firmly, and, while the market there appears tame and uninteresting, considerable business is understood to be going through at primary points. Prices are held quite firmly at 4.25 to 4.35c. for delivery here or at common point. London cable quoted £18 2s. 6d. for good merchant brands.

ANTIMONY—Only moderate business is passing, but prices remain steady at 7⅝ to 8⅛c., as to brand and quantity.

TIN PLATE—The market is without gain in spirit and other enlivening features are still absent. In short, merely ordinary purchases are being made, while business-like enquiries involving large lots are the exception. Prices were quoted unchanged, with the tone of the market barely steady.

IRON AND STEEL—Nothing in the way of new feature developed in the market for any class or variety of crude material. Business was moderate all through and prices are still rather weak. Steel rails, structural material and lighter mill products are momentarily rather dull.



THE GENUINE ACME.

We are now prepared to fill orders promptly. We make the highest grade of skates, and guarantee them. We solicit your inquiries. Goods dated 1st Nov.

THE STARR MANUFACTURING CO., Limited

T. L. PATON, Resident Agent, Montreal, Que. **DARTMOUTH, N S.**

John Bowman Hardware and Coal Co.,

LONDON, ONT.

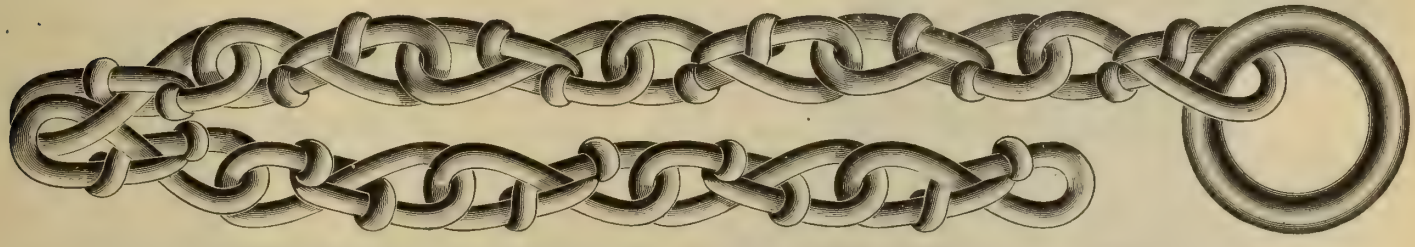
New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. **PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.**

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

PORTLAND CEMENTS, Best German, English and Belgian Brands. CALCINED PLASTER.

Fire Bricks and Clay Drain Pipes. Builders' and Contractors' Supplies.

Large Stocks. Lowest Prices.
Send for Quotations.

W. McNally & Co., - Montreal

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 22, 1898.

HARDWARE.

THERE has been an active business in general hardware; in fact, trade, in many staple lines, has been so brisk that makers report that they have been unable to keep up with their orders, and that, as a consequence, stocks in many lines are down pretty low. The water being out of the canal, necessitating the shutting down of several mills that depend on this source for power, is another drawback. They will not be able to resume operations until the water is let in again, and it is uncertain whether this will be done before May 1 or not. Activity has been displayed by barbed and plain wire, wire and cut nails, bolts; in fact, almost everything in the list, and in some cases stocks in jobbers' hands are almost run out with some houses, this being especially the case in carpenters' and other tools.

BARB WIRE—A good quantity is being placed for future delivery by sales agents here, and demand from buyers in the country is fair also. The base is unchanged at $2 f.o.b. Montreal.

PLAIN WIRE—There is a good enquiry for oiled and annealed, and annealed wire on the basis of 40 per cent., while galvanized is rather quiet with discounts 35 per cent.

WIRE NAILS—These are moving well, and makers state that they are behind with their orders. We quote $1.90 f.o.b. Montreal.

CUT NAILS—The same remarks apply to cut nails, enquiry in their case being chiefly from the Northwest, the Pacific Coast and this Province. Prices are as last quoted at $1.85 f.o.b. Montreal, Toronto, Hamilton and London

HORSE NAILS—There has been rather more enquiry for these this week. Discounts remain at 50 per cent.

HORSESHOES — As last reported, a fair trade passing. We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—A good demand is experienced for these. Discounts are: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—These are moving out very freely, and jobbers state that they have difficulty in getting supplies from the mill. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS — Continue brisk. Discounts are as follows: Iron rivets, black and tinned,

New Stoves

"MARYBORO'"

Square—with Reservoir

An exceptionally good working and heavy stove, at a cheap price. . . .

Has an oven 21 x 20, takes 26-inch wood.
Has a cut top firing door, drop hearth plate.
Top made in two pieces with lined centres and heavy covers.
The knobs and oven door medallions are the only parts nickeled.
Ornamented with elaborate carving.
Every stove provided with a strong leg base.
Agents should order a sample at once.

IF YOU WANT GOODS QUICK, ORDER FROM McCLARY.

THE McCLARY MFG. CO., London, Toronto, Montreal, Winnipeg and Vancouver

VANDERGRIFT
APOLLO
IRON&STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

Saves the men's time, because it is workable.

Return to the jobber at his expense any sheet, or part of a sheet, that has, or develops in working, any defect whatever.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Cement
Fire Bricks
Drain Pipes
Contractors' Supplies

F. HYDE & CO.
31 Wellington street, MONTREAL

Abbott & Co.
FACTORIES
...MONTREAL

CUT NAILS

Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE—Steady and unchanged at 20c.

FILES—Demand for these is more active. We quote: 9 and 10 Mill $3.70 and $4.20, and 4 and 4½ Taper, $1.60 and $1.80; best United States makes, 60 per cent. off; best Canadian makes, 70 per cent. off.

CLOTHES WRINGERS—Continue as last noted.

FREEZERS—These are asked for in every order that comes in.

SPADES AND SHOVELS —There is a fair enquiry and discounts are unchanged.

TOOLS — An active demand has been experienced for all sorts of tools, in fact, jobbers' stocks have in several instances run almost out owing to an unexpectedly large demand. This has been particularly the case with carpenters' tools.

CUTLERY — Demand for these goods is well maintained.

SPORTING GOODS —Business in this line is not quite as brisk as it was last week.

SHOT—Unchanged. We quote as follows: 6c. for dropped, 6½c. for chilled, and 7c. for buckshot, less 12½ per cent.

BUILDING PAPER—There is a steady trade doing. We quote: Plain, 25c.; tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —In good request, especially strap and T hinges.

CORDAGE—There is a more active enquiry for rope of the staple sizes. We quote: Sisal, 7-16 and upward, 7¼c.; ⅜, 7¾c.; 5-16 and ¼, 8¼c., and 3-16, 8¾c.; manilla, 7-16, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; lath yarn, 6½c.

BINDER TWINE—Without new feature.

GREEN WIRE CLOTH—There are satisfactory orders for this line being booked.

CEMENT—There has been an unusually good demand for cement. Sales of all grades of sound cement have been made freely at $2.25 per bbl., but it is now impossible to quote spot prices. English brands for future delivery are quoted at $2.25 to $2.35, and German, $2.30 to $2.45.

FIREBRICKS — An active trade has been done in these, and values are firm at $16 to $21 per 1,000, as to brand.

METALS.

The firm tendency of almost every line of material is most marked. This is particularly the case in iron pipe, which gives every indication of going higher. A firmer disposition is also noted in several other lines, as pointed out below.

PIG IRON — This market is firm but unchanged. We quote: No. 1 Hamilton, $16; No. 2, $15; Ferrona, $16; Siemens,

"THE DAISY"

Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than all** other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED
Headquarters, London, Ont.
Eastern Branch, 60 McGill St., Montreal, Que.

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

$16; Summerlee and equal brands, $18 to $18.50; Buffalo, $16.

BAR IRON—Enquiry better and prices steady at $1.40 to $1.50.

BAND IRON — Demand is fair, while values rule firm at $1.75.

HOOP IRON—Rather firmer than it was, as $2 is now the inside figure asked by jobbers, and it would cost fully this to procure fresh stocks.

SHEET IRON—This line is stiff also, and 16 gauge is rather scarce, and prices are firmer. We quote: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—Stocks in this line, except in the case of one firm, are not well assorted, and this house is a firm holder. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—Values firm under a fair demand at 7½c. for composition waste and 7c. for lead pipe, with discounts 27½ per cent.

GALVANIZED IRON—Demand is good, and some sizes, particularly No. 28 in 8 feet, are scarce. We quote: Queen's Head, No. 28, $4.10 to $4.25, and Comet brand, $3.75.

TINNED IRON—Quiet and unchanged.

PIG LEAD—The firm disposition is maintained, and several fair lots have been moved. We quote $3.75.

INGOT TIN—Firmness abroad is plainly reflected on spot, and values are stiff at 16½c.

INGOT COPPER—Strong, with a fair demand, at 13 to 13½c.

SHEET COPPER—Firm, as last noted.

CANADA PLATES—Business in these is more active, and prices are steady. We quote: 52's, $2.10 to $2.15; 60's, $2.15 to $2.20, and 75's, $2.30 to $2.40.

TIN PLATE — There is an active enquiry for these. We quote as follows: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I.X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80; Bradley's $5.50.

TERNE PLATE—Supplies are light, and prices are firm, at $5.75 to $6.

COIL CHAIN — Steady to firm as follows: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Continues steady under a fair enquiry, at 5½ to 5¾c.

SOLDER—Without new feature, at 11 to 11½c.

SPELTER—Quiet, but steady at $5.

IRON PIPE—The strength in pipe in the United States continues, and if values there go any higher a proportionate advance will result on domestic pipe, as it now costs as much to lay lay down United States pipe as some of the jobbers are selling Canadian at. We quote: Black pipe, ¼-inch, and ⅜-inch, $1.95; ½-inch, $2.15; ¾-inch, $2.60; 1-inch, $3.55; 1¼-inch, $4.75; 1½-inch, $6.50, and 2-inch, $8.50. Galvanized, ½-inch, $3.80; ¾-inch, $4.60; 1-inch, $6.35; 1¼-inch, $8.75; 1½-inch, $12.25, and 2-inch, $17.

SANITARY WARE — Without change, values ruling steady.

GLASS.

Demand for glass continues active and prices are steady. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The recent favoiable weather has contributed to the continuance of a steady demand for painting and varnishing materials of all kinds, and the various manufacturers in this city report a satisfactory business doing. Supplies in some lines are scarce, and will not be available until the first steamers arrive. The most notable feature of the week is the continued advance in Kauri gums, the result of greatly reduced production in New Zealand. The advance in Kauri naturally enhances the value of African copals, so that the price of varnishes must continue to advance. Turpentine is the only line to exhibit any change, the fact being specially referred to elsewhere. It is now 5c. lower than it was formerly on this market.

WHITE LEAD—Best brands, Government standard, $5.37½; No. 1, $5.00; No. 2, $4.62½; No. 3, $4.25.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 47c.; boiled, 50c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 47c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—Rules much firmer at 10 to 10½c.

SEAL OIL—Unchanged, at 45 to 50c.

COD OIL—Supplies of cod are light, and prices are firm at 40c.

NAVAL STORES — There has been no change in these. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Unchanged. We quote: Lambskins, $1; calfskins, 10c. for No. 1 and 8c. for No. 2, and beef hides, 9c. for No. 1, 8c. for No. 2, and 7 for No. 3.

ASHES.

As last reported. We quote: $3.50 to $3.60 for first pots, and $3.25 to $3.30 for seconds, with pearls $4.75 to $4.85 per 100 lbs.

COAL.

There is no change in coal. We quote: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60.

PETROLEUM.

Firm at the late advance. We quote as follows: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

Turpentine has had a very sharp decline.

Castor oil has advanced 1 to 1½c., and rules firm.

Stocks of cod oil are light and prices are much higher in consequence.

Several sizes of galvanized iron, particularly No. 28 are scarce on this market.

There is strong probability of an advance in the price of domestic iron pipe owing to the recent advance and continued strength displayed across the lines.

ONTARIO MARKETS.

TORONTO, April 22, 1898.

HARDWARE.

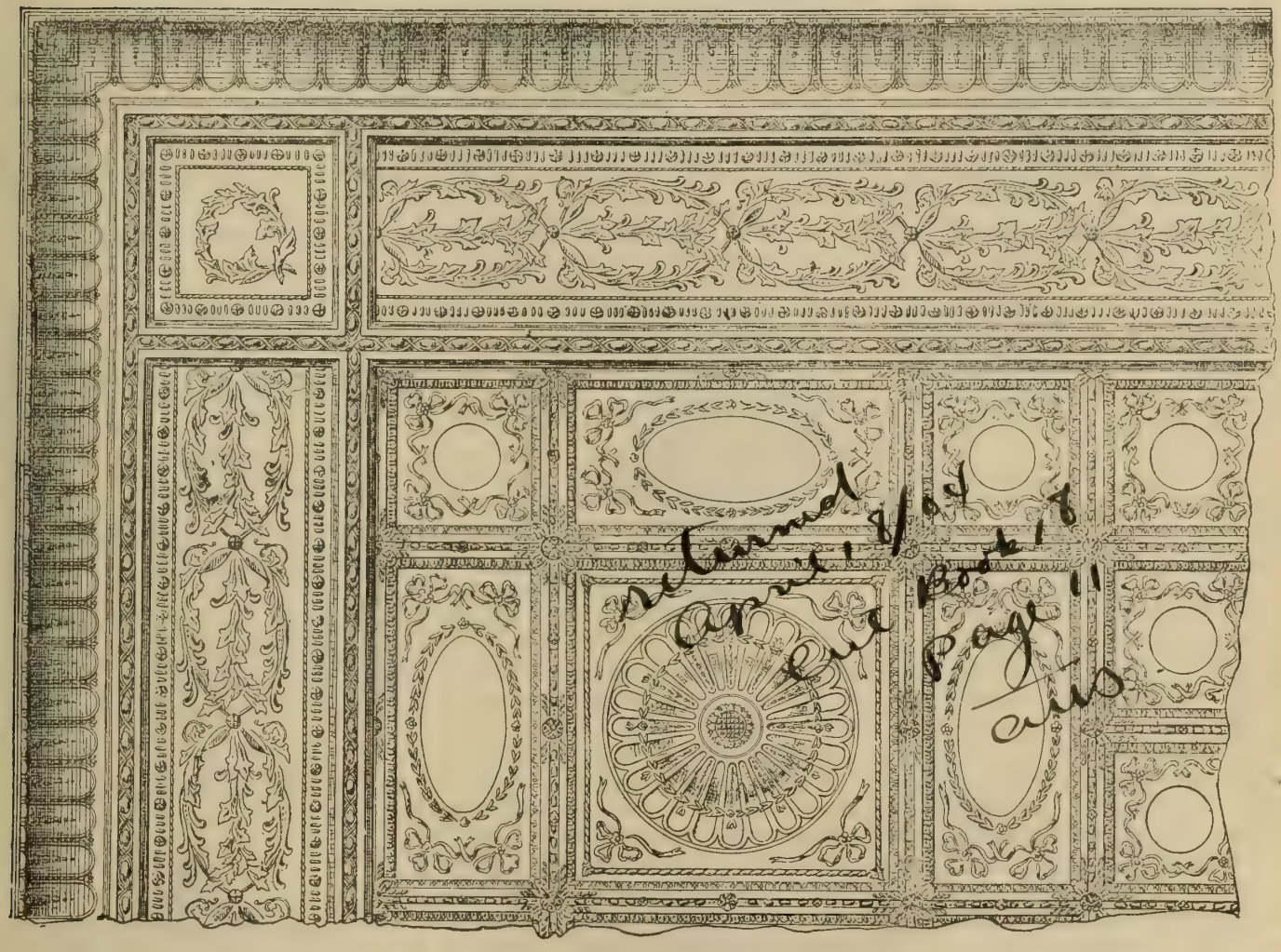
IT is the general opinion among the wholesale hardwaremen of Toronto that business is keeping up remarkably well. During the past week no particularly new and striking features have developed. Oiled and annealed wire is going out freely, and an improved demand is to be noted for galvanized wire. Orders for wire nails are perhaps not as large as they were, although a fair business is still being done. A slight improvement is to be noted in the demand for horse nails. Some good shipments of rope have been made. A good many ship-

Practically Serviceable and Artistically Beautiful

NO WONDER OUR

EMBOSSED STEEL PLATES

are superseding all other styles of interior decoration.



They can be easily applied—over plaster, if necessary. May be decorated to suit any taste, and are fire-proof, hygienic and permanent.

We make a countless variety of designs, suited for any class of building, and will send estimates on receipt of outline showing shape and measurements of ceilings and walls to be covered.

If you havn't already done so, send at once for a catalogue. There's money to be had in handling these goods.

Metallic Roofing Co., Limited

1179 King St. West, TORONTO

ments of green wire cloth and poultry netting are being made this week. A good many gas stoves are moving, but there is not much doing in oil stoves yet. Trade is beginning to pick up in eave troughing.

Barb Wire—Not many orders are being booked, but shipments are still being made. We quote: $1.80 f.o.b. Cleveland, and $2 from stock. Terms, 30 days or 2 per cent. 10 days.

Ordinary Fence Wire—Oiled and annealed wire is going out freely, and an improved business is being done in galvanized wire. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

Wire Nails—A steady trade is being done, although the orders are not as large as they were. We quote: 10 keg lots, $1.90, Toronto; smaller quantities, 10c. per keg more.

Cut Nails — There is no improvement, the demand still being small. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

Horse Nails—The demand shows some improvement. Discount, 50 per cent.

Horseshoes — Trade is exceptionally quiet. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

Screws — Trade continues steady. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

Bolts — Business continues fairly satisfactory. Discounts are: Common carriage bolts, 70 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 80 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 50 and 10 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

Rivets and Burrs — Business keeps steady. We quote as follows: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

Rope—Some good shipments have been made and trade keeps steady. We quote as follows: Sisal, 7-16 in. and larger, 7 to 7⅛c.; ⅜ in., 7⅜c.; ¼ and 5-16 in., 8⅛c.; 3-16 in, 8½ to 8¾c. Manilla, 7-16 in. and larger, 8c.; ⅜ in., 8½c.; ¼ and 5-16 in., 9c.; 3-16 in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

Churns—Shipments are not large, but they are numerous. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

Clothes Wringers—The improvement last week has been maintained. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

Belting—Business is only moderate. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

Hinges—Trade is good. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screw door hinges, $10.50 per gross pair.

Green Wire Cloth—Shipments are now being made daily of orders booked some time ago. We quote $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

Poultry Netting — Large quantities of poultry netting, orders for which were booked some time ago, are now being shipped.

Spades and Shovels—Jobbers are, this week, in a somewhat better position to fill orders than they were. The demand continues good. Discount, 45 and 2½ per cent.

Harvest Tools—There is a scarcity in a few lines, but in general orders can be promptly filled.

Garden Hose — Is being called for more freely. We quote as follows: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

Building Paper — Orders have been a little more numerous during the past week, but the quantities wanted are not large. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

Cement—Business is brisk, with prices firm. We quote in barrel lots: Canadian Portland, $2.50; English do., $2.85; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

Galvanized iron and tinned iron are in good demand. Black iron is fairly active.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

Representative in Canada:

JOHN FORMAN, 650 Craig Street
MONTREAL

T. L. Paton.

30 St. Francois Xavier St., Montreal.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

W. C. CRAWFORD
Tilbury, Ont.

Manufacturer of all kinds of

WOODEN HANDLES

Including

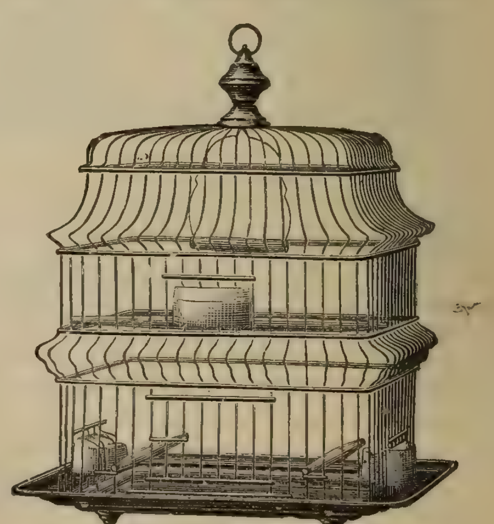
AXE, FORK, RAKE, HOE, SHOVEL, SLEDGE, PICK, HAMMER, PEVIE, ETC.

We also make Tapered Pike Poles, Doubletrees, Neckyokes, Whiffletrees, etc.

We thoroughly season all our material in Hot Blast Kilns, constructed especially for drying hardwood, therefore our goods remain straight. OUR CUSTOMERS ARE NOT OBLIGED TO PAY FREIGHT ON WATER. We grade high, finish perfectly, pack neatly and guarantee our goods to be second to none.

Write for Price Lists and Discounts.

E. T. WRIGHT & CO.



HAMILTON - CANADA.

business in both ingot copper and ingot tin appears to be a little more active.

PIG IRON—Trade is quiet. We quote Southern iron, ex cars Toronto: No. 1, $15.50; No. 2, $15.

BAR IRON—Quiet and unchanged. We quote base price $1.50 to $1.60 from stock, and $1.40 to $1.45 from factory.

HOOP AND BAND IRON—The demand is a little better. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL — The No. 2 quality is moving a little better, but the deman for No. 1 has fallen off somewhat. We quote as follows: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Trade is fairly active. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Trade is exceptionally good. We quote: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

MILK CAN TRIMMINGS—There is not much doing. Sales were made early this season, and stocks do not yet appear to need replenishing.

PIG LEAD — A number of large shipments have been made during the week, but the demand, generally speaking, is light. We quote: Imported, 3¾ to 4c.; domestic, 3⅜ to 3½c.

INGOT TIN—Some good shipments have been made. We still quote 16½ to 16¾c. per lb.

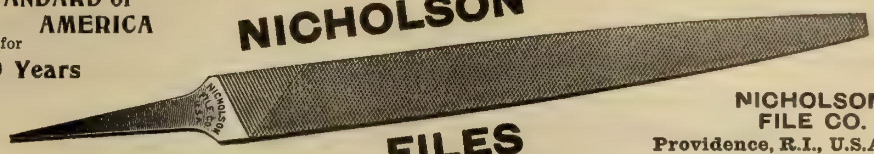
INGOT COPPER—A few round lots have changed hands, but in general, trade is quiet. We quote 12½ to 13c.

SHEATHING COPPER, ETC.—We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

IRON PIPE—Our quotations show a slight change this week. Shipments were numerous, although individually small. We quote as follows: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87; ½ inch, $2.15; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30.

STANDARD of AMERICA for 30 Years

NICHOLSON FILES



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the **World**

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of **POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS.** Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: 'Glass,' St. Helens. Telephone No. 68 St. Helens.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.

Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

R. C. LeVESCONTE
Barrister, Solicitor, Notary, Etc.

THE McKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

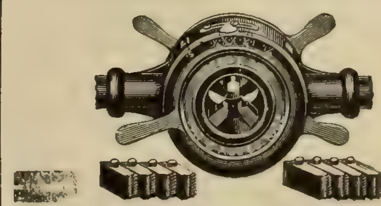
We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

THE DUPLEX
ADJUSTABLE DIE STOCKS



They thread pipe and bolts better and easier than any others. Send for a circular and particulars.

THE HART MFG. CO.
21 Wood St. *Cleveland, O., U.S.A.*

For sale by—

Rice Lewis & Son	Toronto, Ont.
A. R. Williams Machinery Co.	Toronto and Montreal.
Thomas Robertson & Co.	Montreal, P.Q.
Jenckes Machine Co.	Sherbrooke, P.Q.
C. Mackenzie, Milne & Co.	Sarnia, Ont.
Wood, Vallance & Co.	Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey	Victoria, B.C.
Hickman-Tye Hardware Co.	Victoria, B.C.
E. G. Prior & Co.	Victoria, B.C.
Oil Well Supply Co.	Petrolia, Ont.
Robb Engineering Co.	Amherst, N.S.
Frothingham & Workman	Montreal, P.Q.

28 YEARS. Established 1870. 28 YEARS.

SEYBOLD, SON & CO.
478 St. Paul St., 295 Commissioner St., Montreal.

SPECIALTIES—Lockwood Bros. Pocket Cutlery, Ashham's Table Knives, Boker's Superior Razors, Kearney & Foot Co's Celebrated Files; also in stock a full line Paints, Oils, Varnishes, Glass, Putty, House Furnishings, Builders' Hardware, Tinners' Tools and Supplies. Write for prices.

BUTLER'S
FAMOUS
Sheffield Cutlery
—AND—
Electro-plate

Sole Makers of the
Celebrated "KEEN" Razors,
"Cavendish" Brand of Table Knives and Carvers.
HIGHEST AWARDS. SPECIAL MENTION.

GEORGE BUTLER & CO.'S
London Show-room—
62 Holborn Viaduct, E.C.
(OVER SNOW HILL STATION.)

A. H. SYMONDS,
71 Yonge Street, TORONTO
has a full line of samples, and will be glad to receive enquiries from Importers in the Dominion.

Galvanized, ½ inch, $3.50; ¾ inch, $4.25; 1 inch, $3.50; 1¼ inch, $8.10; 1½ inch, $10; 2 inch, $14.

RANGE BOILERS—Business is much as before. We quote: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Business is still practically confined to orders for import. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—There is still a scarcity in some odd sizes in ordinary quality of charcoal; also in the better brands. This will, however, shortly be overcome. We quote as follows: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—There is still a good demand for cheese vat and milk can purposes. We quote as follows: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—Trade is fair. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN—Business keeps fair. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Not much doing. We quote: 5½c. for cask lots, and 5¾c. for small quantities.

SOLDER—Business is moderate. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

ANTIMONY—Business is a little better with prices firm. We quote: Cookson's 8¾ to 9c.; other makes, 8¼ to 8½c.

GLASS.

There has been a decided improvement in the regular glass trade. Fancy glass is selling well, and quite an unusual demand for plate is noted. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

Business has been rather spasmodic during the past week, a general activity being noted some days and a quietness on others. There has been a brisk sale of prepared paints. A greater scarcity of linseed oil than at any time within the memory of Toronto jobbers is reported. As very often occurs in such a case, the demand is active, and prices are firm. Castor oil is also scarce, and is in good demand, with prices firm. There is a brisk demand for gum shellac. A decline of 3c. is noted in turpentine, though local stocks are light and the demand good. In consequence of the cooler weather, there has been a falling off in the demand for Paris green. Varnishes and house-painting materials generally, are being shipped freely. White lead keeps firm, and the grinders are all busy. There is a good demand for golden and yellow ochres, Paris white and whiting.

WHITE LEAD—Ex Toronto, pure white ead, $5.50; No. 1, $5.12½; No. 2, $4.75; No. 3, $4.37½; No. 4, $4; dry white lead in casks, $4.85.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 5½ to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS—Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $2.60 per cwt. in barrels, and 4c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 14½c.; 50 and 100-lb. drums, 15c.; cases, 1-lb. boxes, 16c.; cases, ½-lb. boxes, 17½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL—In cases, 10½c. per lb. and 11½c. for single tins.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; boiled, 1 to 4 barrels, 52c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 45c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

There is an active business being done in all lines of scrap. Prices are firm and unchanged. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

SITUATIONS VACANT.

AGENT, TRAVELLING—WANTED ENERGETIC man who knows the hardware trade thoroughly to represent old established Sheffield Cutlery House; good, commission; references required. All replies to Box 8 Sheffield Post Office, England. (17)

SPORTING GUNS—Agent or Dealer wanted in Montreal, by an English house, for the sale, on commission, of the well-known "Francotte" Sporting Guns, of which a case will be provided for show and sale. Only respectable and experienced men dealt with. Write L. LEPERSONNE & Co., 99 Cannon Street, London, England. (17)

SITUATION WANTED.

BY YOUNG MAN WITH SEVEN YEARS' EXperience in retail hardware store, capable of taking charge, is also bookkeeper; can give first-class references. Address, Box D, HARDWARE AND METAL, Toronto. (17)

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

Metal Ceilings are now being recognized as the most desirable covering for Private Houses, Club Rooms, Public Buildings, etc. They are very handsome in appearance, will not crack and fall off, and compare favorably in price with any good ceiling.

Fully illustrated catalogues sent on request. Estimates furnished on receipt of plans.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

Bertram, Wilson & Co.

Ontario Agents for

RAMBLER, $70.00
IDEAL 50.00
PELHAM 40.00
BICYCLES...

Iron, Steel, and Heavy Hardware
Lumbering, Mining, Railroad Supplies

Rope, Chain, Peaveys, Pike Poles, Axes, Saws, and Files . . . . . .

53 Yonge Street - TORONTO

cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c. per 100 lbs.

HIDES, SKINS AND WOOL

HIDES—A steadier feeling is noted, with prices firm. We quote: No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c.

CALFSKINS—Weakness in the market has caused a decline of 1c. per lb. for both No. 1 and No. 2 hides. We quote: No. 1 veal, 8 lbs. and up, 9c. per lb.; No. 2, 7c.; Dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. We quote at $1.15 to $1.35.

WOOL—There is a free offering of unwashed at 11c. per lb.

SEEDS.

Most of the seed for this season's planting has been marketed, and business has dwindled down to jobbing trade. Prices are unchanged. Red clover is quoted at $2.75 to $3.25; alsike all the way from $2 to $4.50, on account of difference in quality. Timothy is quoted at $1.50, with extra choice to fancy lots selling as high as $2.

COAL.

Business is quiet, with prices unchanged. Anthracite is quoted at Buffalo and bridges: Grate, $4.24; egg, stove and nut, $4.46 net tons.

PETROLEUM.

Trade is quiet, with prices unchanged. We quote in 1 to 10-bbl. lots, imperial gallon, Toronto, as follows: Canadian, 14c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's asteral, 17c. in bulk.

MARKET NOTES.

Turpentine is 3c. per gallon lower.

The discount on coach screws has been changed to 75 and 10 per cent.

The McClary Manufacturing Co., Limited, is getting out a new line of wood cooking stoves and wood ranges. The former are ready for shipment.

INDIA WANTS OUR MACHINERY.

As an outcome of the prominence which Canada has received during the past year, numerous enquiries are being received by our merchants and manufacturers as to the ability of this country to supply various articles of produce and manufacture, one of the latest of such enquiries being that received by Appleby & Co., Board of Trade building, Montreal, for Canadian machinery for export to India.

The articles sought for are steam and hydraulic engines, pumps, picks, shovels, etc., and, as Appleby & Co. are thoroughly conversant with the needs of that country, it might be to the interest of manufacturers, who are seeking openings for their goods in foreign lands, to correspond with them.

A NEW FEATURE IN STOVES.

R. Bigley, 96 an 98 Queen street east, Toronto, has secured the Canadian agency for the "Puritan" wickless blue flame oil cooking stoves, manufactured by the Cleveland Foundry Co., Cleveland. The feature of this stove is that it burns coal oil without a wick and makes a blue flame, the same as gas or gasoline, without smoke or odor. A catalogue of the many stoves manufactured by this firm may be secured through Mr. Bigley, and should be seen by all progressive dealers

NEW RAILWAYS FOR ONTARIO.

OTTAWA, April 21.—Two bills of interest to Ontario passed the railway committee this morning. One grants a charter to businessmen of Sturgeon Falls and Lindsay for the construction of a railway from a point on the main line of the C.P.R., in the townships of Springer, Caldwell, or Patrick, northerly to a point on Lake Timagami. The other authorizes the building of a line of a gauge of 4 feet 8½ inches, from London to Grand Bend, on Lake Huron, via Lucan and Centralia.

WINDOW DISPLAY DEVICE.

Every storekeeper is anxious at this particular season to make his window and store display very attractive. Some go to great expense in fittings and fixtures which require constant changing with no satisfaction.

I was attracted by a very tasteful display in the window of a leading store, and resolved to ask for information from one of the salesmen, who informed me that they could change the appearance of their window in a dozen ways without even removing the goods, and, at a moment's notice, by using the Boeckh adjustable show and display table. You would be surprised to see the numerous admirers of our window dressing. They can also be used as a substantial table, or bookshelf in residences or offices, and a flowerstand for the conservatory. All made of best material and handsomely finished in four sizes. Samples can be seen at Boeckh Bros. & Co.'s, 80 York street.

LINSEED OIL SCARCE.

A remarkable scarcity of linseed oil is noted on the Toronto market this week, hardly a barrel being held in stock by the several jobbers.

The cause of the scarcity is largely that the demand has been greater than jobbers anticipated, and as their orders were placed for future delivery, they have been unable to replenish stocks.

It is expected that some small shipments will arrive this week, but it will be two or three weeks before the scarcity will be altogether a thing of the past.

PERSONAL MENTION.

Mr. A. W. J. McMurtry, hardware dealer, Galt, Ont., was in Toronto on business this week.

Mr. G. M. Wade, stovedealer and hardware merchant, Peterboro', Ont., was in Toronto on Monday this week.

Mr. Henry Clucas, of London, Ont., western representative of the Canadn Paint Co., was in Toronto on Thursday.

Mr. Hersee, of the Hamilton Hardware Co., was in Toronto on Thursday. Mr. Hersee, in conversation with HARDWARE AND METAL, reported trade in the "Ambitious City" good.

MANITOBA MARKETS.

WINNIPEG, April 18, 1898.

THE exceptionally fine weather and quickly drying roads have made the sale of bicycles a rushing trade during the past week. The increase of riders this season is phenomenal, and is attributed by some to the fact of the annual meet being called for Winnipeg. Whatever the reason, the enormous sales are an undoubted fact. Of course, every line and grade of wheel is shown with prices apparently to suit all purses. Several of the wholesale houses complain that they cannot get wheels in fast enough to fill country orders. It is very amusing to pass down a side street and see two riders comparing wheels, it is quite taking the precedence of comparing babies. Of bicycle sundries there is no end, everything that the heart of the most devoted rider can dream of wanting seems now to be carried by the trade. Sporting goods in other lines are moving freely, cricket, tennis, lacrosse and other lines selling well.

Building hardware is moving steadily, in fact, all lines of hardware and metal are doing a satisfactory trade, though there is not now the rush that prevailed during March. No changes of any kind in prices are reported for the week.

Gas and oil stoves are in good demand, also refrigerators and ice cream freezers.

We quote as follows :

Barb wire, 100 lbs	$2 50
Plain twist wire and staples	3 00
Oiled annealed wire 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Green wire cloth, per 100 feet	1 40
Poultry wire, per 100 feet	55
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 45
" 20 to 40	2 50
" 10 to 16	2 55
" 8	2 60
" 6	2 65
" 4	2 90
" 3	3 15
" 3 fine	3 45
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	4 15
Snow shoes	4 40
Steel, light	4 40
" extra light	6 00
Bar and band iron, $2.10 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 50
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	$7 75
" ⅜	8 25
" ¼ and 5-16	8 75
Manilla, 7-16 and larger	9 00
" ⅜	9 50
" ¼ and 5-16	10 00
Cotton, all sizes, lb	15
Axes, per box $5.50	to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb	25c.
Spades and shovels	40 p.c.
Harvest tools 60 to 60-	10 p.c.
Axe handles, turned, second growth hickory, doz	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.c.
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Robin Hood, M	$18 00
Eley's 12 gauge, M	16 00
American, M	16 20
Shot, Robin Hood	10 00
Ordinary, per 100 lbs	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed 70 and 30	p.c.
Granite ware, according to quality. 50 to 60	p.c.

THE E. B. EDDY CALENDAR.

There is an old saying that "a good thing is not made in a day." That there is much truth in this statement will be admitted by those who have been waiting for some weeks for the issuance of the calendar of the E. B. Eddy Co., Limited, Hull, P.Q., and have been fortunate enough to receive one. The calendar has twenty-one leaflets, one for each of the remaining months in the present century. On each leaflet, besides the calendar, is a two color heading, each one containing a fine view of the Eddy works at Hull and four half-tone views of the twelve largest cities in Canada, in each of which this firm has branch offices. The calendar is, indeed, "a thing of beauty," and will be appreciated by the trade and others receiving one.

COMMON SENSE.

In the great race of life common sense has the right of way. Wealth, a diploma, a pedigree, talent, genius, without tact and common sense, cut but a small figure. The incapables and the impracticables, though loaded with diplomas and degrees, are left behind.—Pushing to the Front.

TRADE CHAT.

LAST month had the largest pay roll on record at the M. C. R. shops in St. Thomas, the total amounting to $100,000.

The Mitchell Hardware Co. have disposed of their business to W. A. O'Dell & Co.

T. J. Carscadden, hardware dealer, Thornbury, has sold out to Chas. Hartman, Meaford.

The London Gas Co. have contracted with the McClary Manufacturing Co. for the supply of 200 gas stoves this season.

The Buck stove works, Brantford, desire to extend its premises, and has asked the city to acquire the Wincey mill and give a cash bonus.

Close & Co., Woodstock, have sold a brick-making machine to St. Petersburg, Russia. Faced bricks sell at about $14 per thousand in Russia, while here they are not worth over $7.

In a recently designed pocket knife the inner end of the blade is made with a semicircle of teeth, which mesh in a sliding rack in the back of the knife, operated by a sliding knob at the side of the handle to open and close the blade.

The Brantford Carriage Co. applied for ten years' extension of its exemption from taxes. The manufacturers' committee of the city council have agreed to recommend that the machinery and plant be exempted, and that the realty be exempted up to $20,000.

Last week, A. M. Bell & Co., wholesale and retail hardware dealers, Halifax, N.S., had a show day for the display of spring novelties in hardware, etc. During the day, cooking lessons were given by an expert, explaining the use of the "Blue Flame" oil stove, sold by this firm. This show day is an innovation in hardware circles in Halifax, and was quite satisfactory in its results.

CHAS. BOECKH & SONS DISSOLVE.

The well-known firm of Charles Boeckh & Sons, manufacturers of brushes, brooms and woodenware, has been dissolved, and is to be succeeded by the new firm of Boeckh Bros. & Co., composed of E. C. Boeckh and C. Boeckh, jr., who will continue the business on the same lines and under their personal management.

Mr. Chas. Boeckh, sr., who retires, established himself in Toronto in 1856, since which time the business has been carried on without interruption, and the goods turned out by firm are known from the Atlantic to the Pacific.

This industry has become an important one, and has grown up with the city, and the advantages of being located in Toronto, and its importance as a shipping and manufacturing centre are well exemplified by the growth and importance of this business.

HINTS TO RETAILERS.

HOW many articles, says Stoves and Hardware Reporter, do you make it a point to keep which cannot be obtained elsewhere? It is one of the best advertisements you can possibly have when customers say to their friends: "You can find it at his store. I tried other stores before I went to So-and-So's; they are up to-date there, for I am never disappointed in getting what I ask for."

When customers become fatiguing by their loquacity, be careful not to give any indication of this feeling; but first reflect that it is a quarter or so they owe you for it, and endeavor to get it from them at the first opportunity which legitimately presents itself.

People who are in a hurry may come in and desire to be waited upon without losing time, but if there is no clerk in sight, as it often happens, they will leave without giving their order, rather than waste time which is valuable to them. They will probably go on to some more enterprising place where employes meet the customers at the door. Many orders are lost by this reprehensible practice of keeping out of sight or not having sufficient help in the store.

Efforts should be made to ascertain customers' names, addresses and occupations. It will assist you in attending to their wants, and it always pleases and flatters them to be called by name.

While customers are waiting for their change or package, it is more profitable and practicable to talk about new goods rather than the weather. The latter may serve as an introductory remark with which to begin the conversation, but it would be better to finish it by showing them some desirable article, and thus give them an opportunity to see whether they would not like to purchase it at that or some future time.

And we might ask whether you are sometimes asked to charge, and if you did, whether you ever were paid the money, for it is a doubtful business? Weigh the matter carefully in your mind before putting a new name on the books. Ask all about who is to pay the bill, obtain the name in full, when his salary is paid and do not let the bill go over pay-day. Do not be satisfied with mailing the account, but go and see the debtor if possible. Be kind and considerate, but secure your money from him. If he attempts to put off paying it, say you are willing to carry him for a part of it, but that you must have some of it, or else you cannot let him have any more credit. And should you decide that you have made a mistake and he is not worthy of credit, collect the bill, if it costs the entire amount. Then get him off your books. It is worth this trouble to profit by the experience. Customers will pay you more readily if they know that you are a strict and severe collector; but if they once find that you are lenient, they will put you off to pay others.

Exercise care in marking the stock. Mark the cost and selling price on everything. In the case of special prices, mark them on the labels in your cost mark. Many a sale has been lost to merchants and clerks by not using a blind.

NEW C.P.R. ROLLING STOCK.

Montreal, April 21. — The Canadian Pacific Railway is continuing to make additions to its rolling stock and motive power. It has received the first of the heavy engines ordered from the Richmond, Va., works. It is what is called a consolidated engine, and weighs 140,000 pounds without the tender. The engine will haul 900 tons on the heaviest grades of the Ontario and Quebec sections. Five hundred new box cars are now building at the company's works at Perth, and are going into service at the rate of six a day.

"The profit is worth having."

et a tire in stock you don't have to mend free, after it's sold.
That's the Goodrich-Resflex.
Three kinds of 'em — Single Tube, Double Tube, Tandem Single Tube.
Make a liberal profit on 'em.
Keep that profit.
Make a local tire-reputation also.

TRADE MARK

The Goodrich-Resflex is the best of the Goodrich-made Tires.

Write us. We want to talk about having you retail Goodrich-Resflex Tires. The profit is worth having.

American Tire Company, Limited
164a King Street West, Toronto.

Doyle's Patent Fire-proof Cement

FIRE BRICK DIPLOMAS 1892, WHEREVER EXHIBITED. FIRE CLAY

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal, and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

For particulars address— Ask your hardwareman for it, if not in stock.

The R. J. Doyle Manufacturing Co., Limited, Lock Drawer 464 Owen Sound

2500 Barrels Portland Cement

LION BRAND

May - June arrival, by direct steamers from Belgium, for sale, low.

Write for Quotations.

J. WATTERSON & CO., MONTREAL

THE "QUEEN" KETTLE.

A NOVEL and most useful kettle is being made by the McClary Manufacturing Co., of London, Ont., which will revolutionize the trade in preserving kettles. It consists of an ordinary

shaped lipped kettle without the back handle, but having in its stead a patent double bail and ear (see cut No. 21), the two bails being attached to ears fully 1½ inches apart, allowing it to be carried level by either bail. The motion of the water cannot tip the kettle (see cut No. 17), as in the case with the one-bail kettle. It can be carried by either bail with the same result, being practically level. When you desire to empty the kettle, it does not require two hands, but by a gentle closing of the hand, drawing the two bails together the kettle is emptied without the hand coming in contact with the rising steam (see cut No. 16). Each kettle is provided with a cover having lugs on

either side which fit into slots in ears; by turning the kettle one way it covers the entire kettle, fitting tight; but, by reversing it, one-quarter inch opening is allowed for pouring off the water from potatoes, etc., without the use of both hands (see cut No. 12 for the old way, No. 13 for the new way). Another advantage is that the bails can never become hot, which is so annoying with the old kettles. The reasonable advance in price over the ordinary kettles which the makers are charging should make this form of kettle more popular than the old style, and will give a handsome profit to dealers who are fortunate enough to handle them.

A BRITISH VIEW.

The Canadian Government have decided not to introduce at this session a measure dealing with insolvency. We don't know what are the reasons for this decision, but we do know that Canadian business men are practically unanimous upon this question. It is notorious that business men in one part of Canada are chary to trade with other provinces, for the simple reason that in case of their debtor's insolvency they have no guarantee that they will be treated impartially. We mentioned the case, some months ago, where a sturdy rogue was settling with

some of his creditors on the basis of 50 cents on the dollar, whilst to other and more necessary creditors he was sending the usual 100 cents. British merchants, of course, received 50 cents. But, if the absence of a workable and equitable insolvency law operates in restraint of trade amongst Canadians themselves, how much more must it restrain cautious British merchants from trading in Canada? We can testify that British merchants are anxious to extend their Canadian connections, but they certainly do not respond so readily to patriotic sentiments when they have been skilfully fumfoozled by some Canadian trader, keener for the dollars than for his reputation or honesty. We know of such cases. For these reasons, we regret the failure of the Canadian Government to realize the importance of the reform.—Hardwareman, Birmingham.

Amedee Asselin is about commencing business as general merchant in Coteau Station, Que.

ANCHORS, CABLES, AND CHAINS.

It is a curious fact that such an industry as anchor and cable making, which one would naturally think should be located on the sea coast, should find its principal centre in the Midlands. Yet so it is, and, with the exception of Newcastle-on-Tyne, the indus-

try is, comparatively speaking, absent from the coast, and the Black Country is now the principal centre. The late Mr. Noah Hingley (father of Sir Benjamin Hingley, M.P.) introduced anchor and cable making into South Staffordshire, and lived to see it grow to very remarkable dimensions. He it was who mainly brought about the establishment of testing machines at Netherton, Tipton, and other places, under the authority of an Act of Parliament making compulsory the testing of cables and anchors for British ships. In the same district a variety of small chains—notably trace chains—are made in some two thousand little workshops attached to dwelling houses in and around Cradle Heath and Old Hill. At one time children and women worked excessive hours at these trades, but the Workshops Regulation Act has removed

many of the evils which once prevailed. Sir Benjamin Hingley computes that the south Staffordshire chain and anchor trade, as a whole, consumes from 50,000 to 70,000 tons of iron annually, and the value of the production averages one million sterling per year.—Hardwareman.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
" Diamond " Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

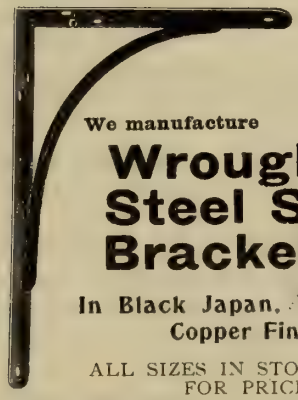
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.

Send post card and get copy of New Catalogue.

Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL



We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S
Poultry Netting
These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by
The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.

For Sale by . . . .
The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.
And by — Hardware Jobbers throughout the Dominion.
James Cooper, Montreal, General Agent for our Railway Fencing.

Fishing Tackle.

ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**
TRADE MARK
The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

HARDWARE DEALERS' MAGAZINE
Largest Circulation in its field in the World
One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF
WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES
COUNTRY SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.

Works
Anderson, Ind.

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES

Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate
our seal

but not our
increment cut.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. T. HUNTER, general merchant, Painswick, Ont., has assigned to Alexander Brownlee.

A. G. Munro, general merchant, Stockton, Man., has assigned.

A. Lavoie, general merchant, The Brook, Ont., has assigned to Albert Hagar.

H. F. McDougall, general merchant, Christmas Island, N.S., has assigned.

Joseph E. Hull, harnessmaker, Comber, Ont., has assigned to R. O. Y. Anslie.

Thomas J. McGee, general merchant, Harrisburg, Ont., has assigned to Chas. S. Scott.

J. A. Bernier, general merchant, Edmunston, N.B., has compromised at 50c. on the dollar.

The sheriff is in possession of the business of J. Edgecombe & Son, carriagemakers, Fredericton, N.B.

Application has been made for winding up George Cassaday & Co., saw millers, Vancouver, B.C.

Paradis & Jobin have been appointed curators of J. A. Pelletier & Co., general merchants, Matane, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

A. H. Campbell & Co., bicycle dealers, Montreal, have dissolved.

The A. Jennings Co., carriagemakers, Montreal, have registered partnership.

McCormack Bros., general merchants, Sydney Mines, N.S., have dissolved, John McCormack continuing.

Co-partnership has been registered by James P. Walsh only, under the style Monaghan & Co., contractors, Halifax, N.S.

Co-partnership has been registered between Clarence H. and E. Norman Dimock, under the style Dimock Bros., general merchants, Windsor, N.S.

Chas. Boeckh & Sons, manufacturers and importers of brooms and woodenware, Toronto, have dissolved, Chas. Boeckh, sr., retiring, and Emil Boeckh and Chas. Boeckh, jr., continuing under the style of Boeckh Bros. & Co.

SALES MADE AND PENDING.

V. Robinet, general merchant, Tecumseh, Ont., has sold out to La Bouef & Janisse.

J. H. Townsend, general merchant, Tangier, N.S., has sold out to J. J. Mason.

Beatty & Co., hardware dealers, Beamsville, Ont., are selling off their stock and moving to Seaforth.

The machinery of Laphan Bros., saw millers, Montreal, has been sold in lots.

The assets of A. J. Landrian, general merchant, L'Orignal, Ont., have been sold.

The stock of Wm. Hickey, general merchant, Deux Rivieres, Ont., has been sold.

The stock of the estate of G. G. Johnston, general merchant, Exeter, Ont., has been sold.

E. J. Malone, general merchant, Inglewood, Ont., has sold out to John McEachren.

The assets of A. Therriault & Co., general merchants, Fraserville, Que., have been sold.

Robert McAfee, general merchant and sawmiller, Hanfordbrook, N.B., has sold out to the G. & G. Flewelling Manufacturing Co., Limited.

CHANGES.

George Miller, blacksmith, Comber, Ont., has left that place.

J. J. Mason has opened out in business as general merchant in Tangier, N.S.

Chas. Lebreton has opened out in business as general merchant in Tracadie, N.B.

James Whitman, blacksmith, etc., Amulree, Ont., is removing to Shakespeare.

Dan. P. J. Tobin has commenced business as bicycle dealer in Lancaster, Ont.

Denis Lapierre has commenced business as blacksmith at Eamer's Corners, Que.

G. M. Hettrick, blacksmith, Bervie, Ont., has been succeeded by Wm. Bainton, and is removing to Grand Valley.

FIRES.

The planing mill of Robert Gaw, Kingston, has been burned out; partially insured.

DEATHS.

John Bland, of James Wright & Co., wholesale and retail hardware dealers, London, Ont., is dead.

NICKEL COINAGE.

Most of the commercial nations of Europe have adopted nickel for their subsidiary coinage, and now Brazil is calling for bids for the manufacture of 20,000,000 nickel coins of two denominations of the approximate values of five and ten cents each. It is surely high time that Canada should have our small coins made of nickel. There could be no more appropriate advertisement of our nickel mines.—Sudbury Journal.

DEATH OF A HARDWARE MAN.

MR. JOHN BLAND, of the hardware firm of James Wright & Co., London, Ont., died on Tuesday, 19th inst. Cancer was the cause of death, and prior to his death deceased had been confined to his home for nine weeks.

Deceased was born in Kingston in 1850, and removed to London with his parents when a child. He received his education in the old Union school, and practically spent the whole of his life here. During the Fenian Raid in 1866 he joined the 7th, and went with them to the front. He was a life member of St. George's Lodge, No. 42, A.F. & A.M., was a consistent adherent of the First Methodist church and a Conservative in politics.

Mr. Bland was an exceedingly shrewd and wide-awake business man. He entered the firm of Cowan & Wright, 30 years ago, and has for the last 22 years been a member of the firm of James Wright & Co., wholesale hardware merchants.

He was public-spirited citizen in every sense, and in 1893 and 1894 occupied the position of president of the London Board of Trade, with credit to himself and profit to the city. He was also president of the London Club for a year, and was a director of the London and South Eastern and London and Port Stanley railways.

In 1880 Mr. Bland married Miss Alice Patterson, of Montreal, who, with a family of four boys and five girls, survives him. The deceased's mother and four brothers, Thomas, Richard R., and William, of this city, and Joseph E., of Detroit, and one sister also survive.

The remains were interred at Woodland on Thursday.—London exchange.

WOODSTOCK, N.B., BOARD OF TRADE.

At the annual meeting of the Woodstock, N.B., Board of Trade the following officers were elected:

President—Geo. Balmain.
Vice-President—A. Henderson.
Secretary-Treasurer—T. C. L. Ketchum.

The Board has now forty members. The following resolution was passed: "That the Dominion Government be memorialized to see that freight rates be regulated according to mileage, by the appointment of a commission."

Puritan

Wickless

Blue Flame Oil Stoves

This stove will surprise you. Guaranteed in every respect.

Every disagreeable feature heretofore common to oil stoves **absolutely overcome** in this stove.

Have removable tanks; are easy to operate; and economical in oil.

An examination will convince you there is none so good. Easy to sell.

Apply for agency and catalogue to

R. BIGLEY, Canadian Agent

96 and 98 Queen St. East **TORONTO**

Established 1860. Incorporated 1895.

"CRESCENT"

Steel Agate Ware

GENUINE MOTTLED GREY....

EVERY ARTICLE WITH OUR LABEL "CRESCENT" ON IS GUARANTEED NOT TO CHIP OR BREAK.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper .. **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS....
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Photographed from Horse Nails made in Canada.

"HOT FORGED." **"MONARCH."**

About fifteen per cent. of all hot forged nails are made from short pieces of rod, welded together in blacksmith's fire. This causes split nails as here shown.

We have the only process using a Graduated reduction and continuous rod in the coil. We do not make any split nails.

Nails made by our process are the only perfectly safe Nails to use.

Maritime Nail Co. Limited.

Saint John, N. B.

Sole Manufacturers.

A SALESMAN'S QUALIFICATIONS.

BY L. M.

A GOOD salesman is born. There are certain people who seem to possess this ability of selling goods to a remarkable degree, without previous training or knowledge of the goods they are selling, while there are others who may be well acquainted with every article in the store yet are unsatisfactory as salesmen.

Training can do much in increasing this faculty, but there are some persons who, though they may possess excellent business abilities in other directions, signally fail when they attempt to make sales.

They may be good correspondents or bookkeepers or buyers, but as salesmen they must leave the field to others.

Among some of the requisites of the ideal salesman I would name good nature. Nothing is so drawing as a pleasant smile and an apparent desire to please under every and all circumstances.

It is not always easy to look cheerfully when annoyed by many questions and after explanations have been freely given, goods shown and explained, and prices named to a prospective customer, who suddenly concludes that he will not buy "just now."

The temper is often ruffled by the whims and eccentricities of people who buy very little, if at all. The spirit of resentment sometimes comes to the clerk's breast on such occasions, but if he is a shrewd salesman he will look pleasant and not allow the feelings within to manifest themselves upon his features.

He should never forget that he is paid for waiting upon people even if they do not buy a cent's worth.

It is his duty to induce them to buy, but if, after exercising all of his persuasive powers, he is unsuccessful he has only done his duty.

The troublesome customers are generally few, and, although they need special treatment, their trade is not to be despised, and it is the good natured clerk who draws them to the store when they do decide to purchase.

People like to be waited upon by a good natured clerk and will seek such to wait upon them in preference to the surly one. The latter will surely drive trade and customers away from the store, and if he cannot overcome the natural curtness of his manner he had better change his occupation to another where he will not come into direct contact with the public.

Then, again, the successful salesman must be well posted. This goes without saying; but we have known some men to go on the road and sell goods for a hardware house without previous experience at the business. These are only exceptions to the rule, where other abilities overbalanced this want of knowledge and enabled them to do a good trade even under such a disadvantage. But although they sell goods, it does not follow they might not have sold more if they had been well acquainted with the goods they were selling.

SIGNS: "Worn out looking for an honest paint."
"But we have found it."

To be well posted the salesman must know the goods he is offering as he knows his alphabet. There must be no guess work, but he must be familiar with the price, whether it has recently been advanced or lowered, or if there is a probability of a future change. He must know the probable demand and if they are staple or otherwise with his customer. He should be fully acquainted with the working and mechanism of every tool, and know something of its manufacture.

In fact, it will pay every man who attempts to sell hardware to visit every rolling mill, axe and nail factory, and, in fact, every factory which manufactures anything in the hardware line which is at all accessible to him.

He will learn much which he can put to an intelligent use when waiting upon customers.

He should be something of a mechanic, as a knowledge of the fundamental rules of this branch and their practical application will serve him in good stead when called upon to set up a platform scale or explain the workings of a new lawn mower to a would-be buyer.

The ideal salesman is persistent.

He is not satisfied that his customer should get only what he asked for.

He allows him to buy what he requires, but after this he endeavors to sell him something which was not called for.

Some new article which has just come in, perhaps, is shown, or something which he fancies may be needed by his customer; these may suggest something which was forgotten or it may anticipate a need at a future day.

He is wise enough not to let his persistence become tiresome and thus bore his client, as he would then defeat the very object he would attain.

People appreciate this quality in a business man, as it shows he is fully alive to his own or employer's interest and is anxious to make sales. It shows that the salesman does not mind a little trouble in explaining something new or giving some information about an article they may require at some time.

Then, again, he should be persuasive.

He must use argument sometimes and talk people into buying something. This persuasiveness need not take the form of excessive volubility, as too many words of little meaning repel people of practical common sense.

He should also be a man of honor. Misrepresentation may make the first sale, but

it will lose the next, and at the same time lower the buyer's opinion of the seller ever after.

Men who aim to build up a reputation as well as a business are too shrewd to deceive their customers. Common sense would tell them that it pays in the long run to sell honest goods and not knowingly deceive their customers.

Again, the good salesman must be a good judge of human nature.

Some people say the wrong thing at the wrong time; they are jocose with the sober and staid persons who cannot see the point of the funny man who asks for a glass instead of a window pane.

A knowledge of human nature enables a clerk to size up his man readily and gain his sympathy by leading the conversation to some subject which is congenial.

It is not good policy to argue election matters or matters of religion with people the salesman wishes to sell. These and similar subjects should be held in the background and only straight business talk indulged in.

The man who, after making his purchases, wishes to spend an idle half hour should be politely and adroitly edged to the door, and he will doubtless meditate as he goes homeward, "Well, I do like to trade at Smith's, they are so polite and courteous."—Iron Age.

IRONMOULDERS MAKE MERRY.

The ironmoulders of Montreal held a most interesting smoking concert in the Victoria Armoury Monday evening. As advertised, the "blast went on" at 8 o'clock, sharp, and from that hour until the close of an extensive and well selected programme, the fund of amusement was complete.

An interesting address, by Mr. W. A. Weir, M. L. A., treating of the economical position of the ironmoulders' trade in Quebec, formed a noticeable feature of the programme, and the speaker's utterances were most enthusiastically received.

In their concert, ironmoulders showed that they were artists, not only in framing the metallic beauties appertaining to their trade, but in those accessory accomplishments which appeal to an audience seeking recreative enjoyment.

Those who were present were willing to vote that it was one of the most successful smokers that had been held in the city.

A NEW ASSOCIATION.

A meeting of representative plumbing and heating supply men from all parts of the Dominion was held in Montreal on Friday 15th inst., for the purpose of organizing a Dominion Plumbing and Heating Supply Association, having for its object the creating of more intimate social relations between its members and with the trade, and the assurance of harmony in the dealings between supply men and the Master Plumbers' Association. About twenty members of the trade attended the meeting, and the desirability of forming an association having been agreed upon, such was duly organized, and the following officers elected for the ensuing year:

President—J. R. Wilson, of Thos. Robertson & Co., Montreal.

First Vice-President—A. A. McMichael, of Jas. Robertson & Co., Toronto.

Second Vice-President—W. H. Wiggs, of the Mechanics Supply Co., Quebec.

Secretary - Treasurer — A. G. Booth, of Toronto.

The above, with the following, compose the executive committee: Col. F. Massey, of the Gurney-Massey Co.; Wm. Greig, of Warden King Co.; A. Lariviere, of Amiot, Lecours, & Lariviere, and J. M. Taylor, of the Toronto Radiator Co.

If you handle these lines your trade will be brisk.

QUICK MEAL

Blue Flame Oil and Gasoline Stoves

have a continental reputation for reliable worth.

They're famous sellers, attractive, trustworthy and economical, in a full line of styles and sizes to suit all needs. . . .

Send at once for catalogue and price list, your stock is not complete without them. We are sole Canadian Agents.

We are filling orders for our '98

Oxford Gas Range

Both ovens 16 x 16 x 11½; Reversible Oven Burners; Flush Top; Quick Opening Valves, and other notable features, at a reduced price.

Let Us Hear From You!

The Gurney Foundry Co., Limited, Toronto

The Gurney-Massey Foundry Co., Limited, Montreal.

Plumber and Steam-Fitter

BUILDING PERMITS IN TORONTO.

BETWEEN April 13 and 20, building permits were granted in Toronto to the Neil Currie estate, for a pair of semi-detached brick and stone dwellings on Winchester street, to cost $10,000; to Dr. Norman Allen, for a pair of two-storey brick dwellings on Queen street east, to cost $4,500; to the Canadian Oil Clothing Co., for a factory on the corner of Jefferson avenue and King street, to cost $14,000; to S. H. Janes, for alterations to store at the corner of King and Jordan streets, to cost $1,400, and for a two-storey office-building on Victoria street, to cost $10,000; to the trustees of the Toronto General Hospital, for a third-storey addition to the building to be used as an emergency hospital at 107 Bay street, to cost $4,000; to the Don Rowing Club, for a two-storey club house at the foot of Cherry street, to cost $1,000; to the Confederation Life Assurance Co., for a third-storey addition to building on Queen street east, to cost $2,000; to Sarah Barton, for a pair of semi-detached dwellings on the north side of Bloor street, near Bathurst, to cost $5,000; to S. H. Sharp, for a two-storey and attic dwelling on Maynard avenue, to cost $3,500; to R. A. McClintock, for a one-storey roughcast meeting house on Brock avenue near Dundas street, to cost $1,450; to H. H. Williams, for three two-storey and attic dwellings on Seaton street near Carlton street, to cost $4,500; to J. Miller, for a three-storey brick residence on Murray street near Caer-Howel street to cost $3,500; to E. Lighthouse, for a two-storey and attic brick and stone residence on Scarth road, Rosedale, to cost $5,000; to D. H. Capon, for a two-storey and attic brick and stone residence on Collier street near Yonge street, to cost $6,000; to W. J. McGuire, for a one-storey factory at rear of 86 King street, to cost $2,000; to W. J. Donelly, for alterations to 10 and 12 Vanauley street, to cost $200.

PLUMBERS' ANNUAL MEETING.

The annual general meeting of the National Plumbers' Association of Canada is to be held in the city of Quebec on June 29 and 30 and July 1. A large attendance of members is expected, and we understand that the Quebec plumbers intend leaving leaving no stone unturned in order to assure the visitors a hearty welcome, and to provide such entertainment as will be enjoyable to all. Mr. J. H. Wright, of Bennett & Wright, Toronto, the president of the association, is expected to occupy the chair, and the business to be discussed will be of interest to all the members.

PLUMBING AND HEATING NOTES.

A LARGE three-storey and basement brick school is to be erected at Rat Portage at once. It will be finished in a modern and up-to-date way, with electric alarm signals, flush closets, best of flooring, and will cost in the neighborhood of $27,000.

The new C.P.R. station in Galt is to be started at once.

Quite a number of new residences will be erected in Oakville this summer.

Tenders are being asked for a new Presbyterian church in North Sydney, N.S.

The Standard Natural Gas Co., of Essex, is preparing to pipe gas to Chatham, should the Government prohibit the export to Detroit.

The C.P.R. intends erecting a new station at Woodstock this summer. It will cost about $8,000.

Wm. Watson, plumber, Moncton, N.B., was in Montreal this week attending the funeral of his father.

S. G. Cook, tinsmith and plumber, Bridgewater, N.S., has moved into a larger store, where he will carry a similar stock, on a larger scale, to that formerly carried by him.

J. H. Gardner & Bro., plumbers, 673 Wellington street, Montreal, have opened a fine store at the corner of Wellington and Charron streets, with a large stock of hardware, as well as plumbing supplies. Their store has been fitted with new fixtures, electric lights, etc.

The Owen Sound Times states that the demand for residences is greater in that place than it has ever been since 1888. A large number of dwellings, with modern conveniences, will likely be erected there this summer.

PLUMBING AND HEATING CONTRACTS.

Fiddes & Hogarth, Toronto, have contracts for the plumbing and heating of two factories, one on Eastern avenue and one on Adelaide street, Toronto.

Purdy, Mansell & Mashinter, Toronto, have contracts for the hot water heating of four houses on Winchester street; for the plumbing and heating of C. H. Hubbard's large warehouse on Adelaide street, and for the plumbing and heating of eight stores on Queen street east, Toronto.

A. Mackay & Co., Montreal, have secured the contract for the plumbing, heating, ventilating and electric fitting of a house for G. Hogg, Longue Point; the plumbing, heating and ventilating of two houses for Ald. Massy, Maisonneuve, and the plumbing, heating and ventilating of a house for Mr. Jaboe, St. Henry.

J. R. Seager, Toronto, has contracts for the plumbing and gas-fitting for a residence for Dr. McCallum, 168 Jarvis street; for the plumbing of four houses for Hunter & Hunston, Dundas street, and for the plumbing and gas-fitting for three houses on Givens street, for Givens Bros.

ACETYLENE SAFE.

THERE is still a lingering doubt in the minds of many persons that acetylene gas is very dangerous. For instance, the authorities at the last Birmingham Cycle Show prohibited the use of an acetylene lamp. The user entered an action for damage, and the jury accepted his evidence as to the safety of the gas, awarding him £10 damages. This was a common-sense verdict, and finally established the safety and reliability of the gas. Notwithstanding this test case, with its decisive results, doubts have been expressed in various journals. Mr. Le Neve Foster, an expert, now lends his authority to the side of the acetylene adherents. He says, intealia: "I must point out that there is practically no danger of an explosion, with proper storage, of carbide of calcium, and this was demonstrated by Mr. Tucker before one of our most competent judges. Calcium carbide per se is not an explosive. Acetylene gas, which is produced by the double decomposition of water and carbide of calcium, is no more dangerous than coal gas, except under very high pressure. This property of the gas, known as endothermicity, is now perfectly well recognized. With regard to impurities, carbide of calcium can be, and is, made quite free from phosphides; and it is obvious that manufacturers have every inducement to turn out a pure article, lime and carbron, perfectly free from phosphates, being ordinary commercial products. Furthermore, it is a pure assumption that calcium phosphide would render acetylene gas spontaneously combustible. The experiences in acetylene lighting on the continent and in America are immensely greater than in England, and it is obvious that the respective authorities have seen no reason to increase their restrictions as to the use of this magnificient illuminant, which, in my humble opinion, has a great future." This is excellent testimony, and well worth noting.—Hardwareman.

ASSISTANTS SKETCHING.

I have more than once alluded to the desirability of assistants being able to sketch, and I make no excuse for again mentioning the point. It is obviously of great advantage if an assistant can, by a rapid and reasonably accurate sketch, convey an idea of what is wanted by a customer or suited to the customer's wants. The drawing saves an enormous amount of verbal explanation and bother to all the parties concerned, and I should say that the assistant who can sketch well is certain to draw better pay, and have much better prospects, than one who does not not possess this accomplishment.—"Vulcan," in Ironmonger.

The Owen Sound Portland Cement Co. is making extensive additions to its works at Shallow Lake. The company is having erected four new kilns, which will make an output of more than double the present capacity possible The company is also erecting a very large smoke shaft. It will be 105 feet in height with 13 feet base and 6 feet flue, and will be one of the largest shafts in this section of the country. The new work will involve an expenditure of about $7,000.

CHEAP BOILERS.

Whatever may have been the cause there have been a great many cheap boilers put on the market and the effect is now becoming manifest. House owners find tenants who have passed through one winter with an extravagant consumption of fuel are disposed to move into buildings where the cheap boiler has not found a place. Some may ask if these buildings may not be "shy" on radiation, but the report is that satisfactory heating is gained only when some one is continually firing.

It is recognized in the trade that these boilers were made to meet competition among boilermakers, but it was not expected their effect would be to establish a reputation of extravagance for the boiler system of heating and to bring them into a disadvantageous comparison with other older systems. Some who have held firmly to a good construction that demanded a higher price have noted carefully the results attending their use and seem to be satisfied with their profits even though a smaller number of boilers have been sold.

There has been a reticence on the part of boilermakers about giving any information as to the probable fuel consumption of their boilers with the radiation which they are rated to carry. This information within reasonable limits can be safely given, and the cheap boiler must suffer in the comparison. The consumer must be satisfied for the good of any trade, but from many sources there have come expressions of dissatisfaction with the cheap boilers.—The Metal Worker.

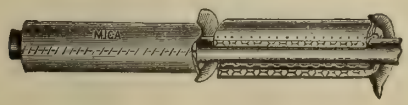
ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

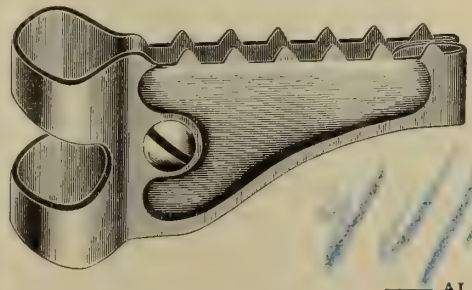
9 Jordan St., TORONTO, CANADA.

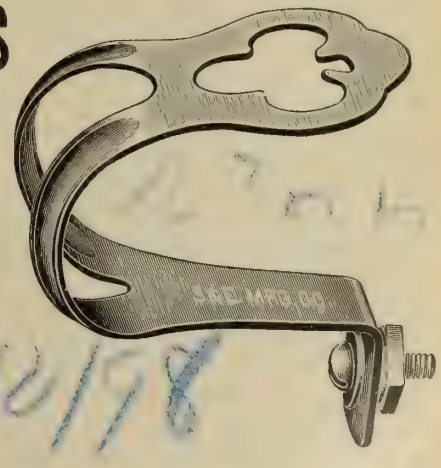
PATENTS PROMPTLY SECURED

GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts,** Temple Building, Montreal.

BICYCLE SUNDRIES

Toe Clips, Coasters, Wrenches and Bicycle Pad Locks.





ALSO

"Giant" Metal Sash Chain.—Pulleys.—"Red Metal" and Steel Sash Chain, Pad Locks, and Rat Traps.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

Send for Sundry Catalogue, **Bridgeport, Conn., U.S.A.**

THE EDMONTON ROUTE.

REGARDING the Edmonton route to the Yukon Commissioner Herchmer says: The Northwest Government having decided to send ex-Inspector Chalmers, C.E., in their employ, to locate, if possible, a wagon road to connect short portions of road already existing between Edmonton and Peace River, the police furnished part of the outfit and men, as being the most satisfactory and speedy way of meeting your instructions respecting that portion of the wagon road to Pelly River. The party started out and reported in two months that a feasible route had been found, and the Northwest Government immediately despatched a party under Mr. Chalmers to cut out the road, prepare estimates for bridges, ferries, etc., and it is expected it will be open by January. Even if a good wagon road cannot be got all the way to Pelly banks, this road as far as it goes will open up a large tract of good farming land and many very good gold prospects en route, particularly the Peace River country, where experience has shown that wheat and other cereals and cattle can be raised to the best advantage, but which the extreme difficulty in reaching has hitherto stopped any settlers, except missionaries and traders, from attempting to occupy; but there is no doubt cattle can be driven overland to Pelly banks, although the route may be circuitous. The country between the Peace River and Edmonton is dotted with small parties of prospectors, numbering in all several hundred souls who are camped waiting for spring. It is reported that Capt. Segars and party and one Pilon and party, who have previously traveled the route, have arrived at Peel River safely with all their supplies, although they only left Edmonton in August. If this is the case they will easily get their supplies over to the head waters of the Porcupine, 60 miles, by dog train, and will arrive at Fort Yukon early in the spring. This will greatly encourage many others to adopt this route, as, although Fort Yukon is 300 miles below the present gold fields, the Yukon will be alive with steamers next year and parties can easily get taken up or towed up to where they wish to locate. This route and that via Peace River will certainly cause a great influx of people to pass through the Edmonton district, where every preparation is being made to outfit them. This will bring still greater prosperity to that fertile country, so well adapted by nature for the future homes of immigrants, it having water, coal, wood, gold and a fine climate to offer intending settlers. It will also greatly help the Calgary district, as many will outfit there; that district and MacLeod will supply the pack ponies required and many of the cattle. The routes via Edmonton will be entirely through Canadian territory, and all the supplies required will be purchased in Canada, but it will necessitate a largely increased force of police, and it will, I think, be necessary to establish outposts at Peel River and intermediate points, and also on Peace and Laird Rivers, as well as in the country between there and Edmonton, where we have only two men (at Lesser Slave Lake). Many of the Indians and half-breeds in this part of the country do not like the increase of travel through their country. As these Indians are not under treaty I have already drawn your attention to the advisibility of dealing with them before spring travel commences. The Mounted Police consists at present of 670 men, 90 of whom are dog drivers, cooks, etc., leaving 580 men doing police duty.

U. S. PIG IRON PRODUCTION.

THE Iron Age, in its monthly review of the pig iron production, says: "During March there were only minor changes in the blast furnace plant in the country, and practically the capacity at work on April 1 was as large as it was on March 1. Stocks in the hands of producers making foundry and forge grades for the open market increased a little during the month.

"The weekly capacity of the furnaces in blast on April 1 compares as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
April 1, 1898	194	233,330
March 1	193	234,430
February 1,	184	228,338
January 1	188	226 608
December 1, 1897.	191	226,024
November 1	183	213,159
October 1	171	200,128
September 1	161	185,506
Angust 1	152	165,478
July 1	145	164,064
June 1	146	168,380
May 1	146	170,528
April 1,	153	173,279
March 1	157	169,986
February 1	154	162,959
January 1	154	159,720
December, 1, 1896	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189,398
April 1,	200	187,451
March 1	207	189,583
February 1.	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306

"The position of stock, sold and unsold, as reported to us April 1, was as follows, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks—	Jan 1.	Feb. 1.	Mar. 1.	Apr. 1.
Anthracite & coke	599,585	640,752	663,391	674,402
Charcoal	136,781	135,532	135,303	134,516
Totals	730,366	776,284	798,694	809,008

P. H. Alder, general merchant, Mount Lehman, B.C., is removing to Vancouver.

Cornwall Canal and River Reaches

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improvements at Upper Entrance of Cornwall Canal and River Reaches" will be received at this Office until 16 o'clock on Saturday, the 30th day of April, 1898, for the works connected with the widening, straightening and deepening of the Upper Entrance of the Cornwall Canal and the River Reaches between Cornwall and Coteau Landing.

Plans and Specifications of the work can be seen on and after the 15th day of April, 1898, at the Office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's Office at Cornwall. Printed forms of Tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $17,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender.

Contractors are specially notified that the conditions requiring the works to be wholly completed by the 30th day of November, A.D., 1898, will be rigidly enforced and all penalties for delay exacted.

By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 6th April, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (18)

ISLAND CITY
Paint and Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.

Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.
Niagara Falls, Ont. Limited

CONSUMERS CORDAGE CO. LTD.

MONTREAL

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

April 22, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	. .	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 00
I.C., special sizes, base...	3 05	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60 "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

3-16 inch	. ..	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87; ½ inch, $2.15; ¾ inch, $2.62½; 1 inch $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30.

Galvanized, ½ inch, $3.50; ¾ inch, $4.25; 1 inch, $3 50; 1¼ inch, $8.10; 1½ inch, $10; 2 inch, $14.

Cast, soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p.c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 .... 0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 50
No. 1 do	5 12½
No. 2 do	4 75
No. 3 do	4 37½
No. 4 do	4 00
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.)

		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 50

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
rass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

r doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c. off new list
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door, per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk. "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal.......... " 15
Mystic Metal.......... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz.......... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d.......... 2 25
6 and 7d.......... 2 15
8 and 9d.......... 2 00
10 and 12d.......... 1 95
16 and 20d.......... 1 90
30, 40, 50 and 60d. (base).. .... 1 85
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross.......... 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral.......... .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz.......... 0 00 19 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.......... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross.......... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz.......... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.......... $ 50 00
No. 38 Hand Machine, range 1½ to 4.......... 100 00
No. 56 Hand Machine, range 2½ to 6.......... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.......... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.......... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz.......... 1 35 2 00

PRUNING SHEARS.

per doz.......... 4 00 5 50

PULLEYS.

Hothouse, per doz.......... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning.......... 0 35 2 50

PUMPS

Canadian cistern.......... 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz.......... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set.......... 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz.......... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7⅛	8
⅜ in..........	7⅜	8½
¼ and 5-16 in.	8⅛	9
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent..........

SASH CORD.

Per lb.......... 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs.......... 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen.......... 0 40 0 70
"Empire," McMillan & Haynes, per ft.......... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each.......... 0 75 2 75
" frame only.......... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.......... 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz.......... 2 20 3 00

SCREW DRIVERS.

Sargent's per doz.......... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz.......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.......... 2 30 2 45
" black.......... 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.......... 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.......... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz.......... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.......... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador.......... " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross.......... 3 50 5 00
Grind. per ton.......... 15 00 18 00

Stove Polish.

No. 4—3 dozen in case.......... $4 50
No. 6—3 dozen in case.......... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.......... 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..........
Copper tacks .... ½
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.......... 10
" " in bulk 15
" " solid heads, in bulk.......... 60
Saddle nails in papers.......... 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box.......... 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.......... 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.......... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.......... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz.......... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.......... 6 00 7 00
Peter Wright's, per lb.......... 0 12 0 13
Pipe, each.......... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.......... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent.; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..........	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd..........	....	....
Plain twist..........	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 1 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

Knowles, Ham & Nott Co. Limited.

BRANTFORD

The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines, Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and dea fairly with all having dealings with us. Send for prices and Catalogue.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

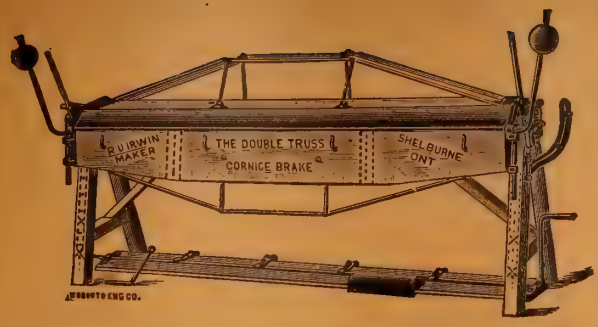
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This Brake binds 22-gauge iron and lighter. . . .

Price, $50.

Very handy Beader Attachment, $10 extra. Address,

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❀ **Meakins & Co.** Montreal

BRUSHES

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

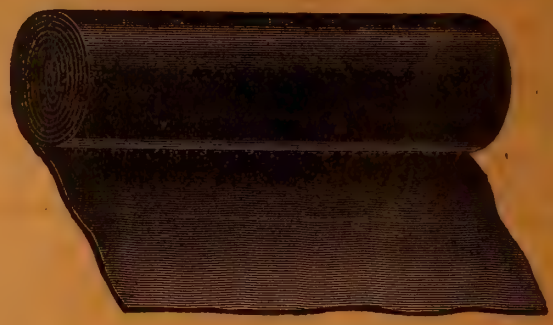
Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

PYRAMID BLUESTONE PACKING



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

Don't Trust to Luck

that trade will come to you. It won't without a little work on your part. Push a specialty. Say you take

ROBERTSON'S PURE PREPARED PAINTS

There's nothing will revive trade quicker than this line of goods. Your customers know what they are like and you'll find it pretty hard to persuade them to take any other when ours are in sight.

ONCE USED, ALWAYS USED.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, APRIL 30, 1898 | No. 18

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar, and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Every Sheet Guaranteed

We guarantee every sheet of **QUEEN'S HEAD** to seam both ways and to be free from any defect whatever. And since giving this guarantee, we have **never had to replace a single sheet** for any defect. Could you find a better record?

JOHN LYSAGHT
Limited
Bristol and Montreal.

You can buy lower-priced Iron, but you can't buy cheaper.

Safe Hot Water and Steam Heating

Aside from the fact that the "Safford" Radiators are unique because no bolts, rods or packing are used in their connections, the vital point is claimed (and guaranteed) that they will stand a pressure of 140 pounds to the square inch—about double the pressure that any other radiator is capable of bearing.

They embody every single specification of all the leading architects of the country. They are SAFE beyond question. They are handsome—they are made in the shape of circles and in various angles—shapes to suit the various spaces where they are to be used. There are twenty-five different styles of

The Safford Radiators.

The Toronto Radiator Mfg. Co., Limited, Toronto, Ont.

Agencies—Montreal, Quebec, Que., St. John, N.B., Winnipeg, Man., Vancouver, B.C., Auckland, N.Z., London, Eng.

RICE LEWIS & SON
(LIMITED)

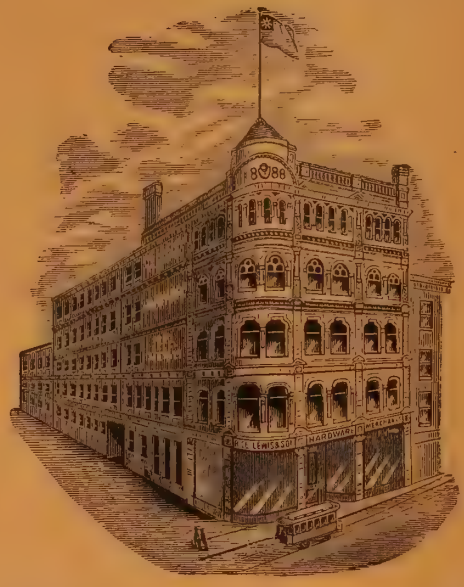
ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware



MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

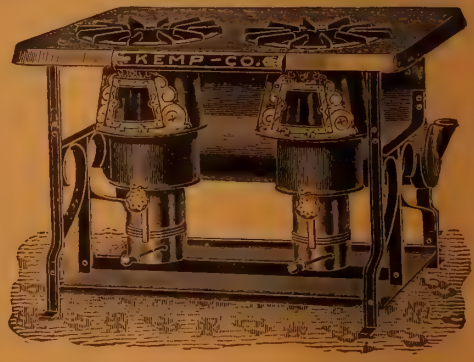
THE BOOTH COPPER CO.
Limited.

TORONTO

Kemp's

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

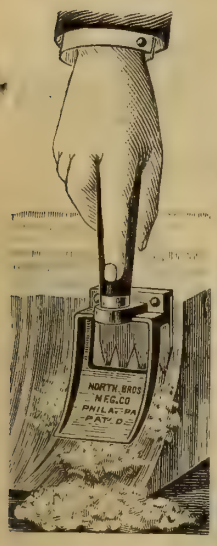
No Side Seams to leak.

No Perforations to be easily filled up with dirt.

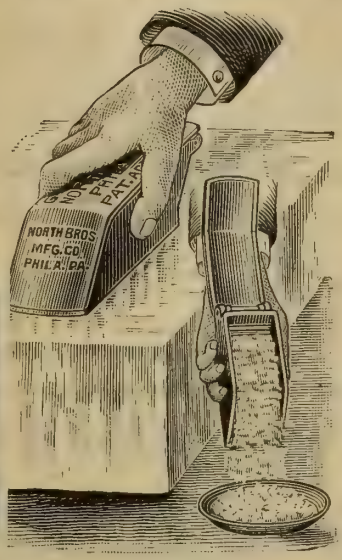
HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.
Toronto, Canada

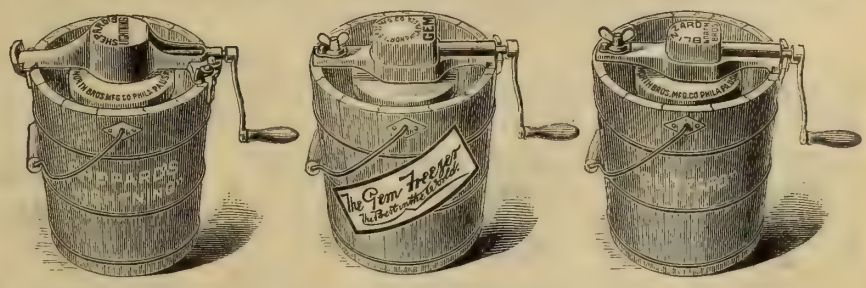
SUMMER SPECIALTIES



"CROWN" ICE CHOPPER
To chip ice in small pieces for use in ice cream freezers.



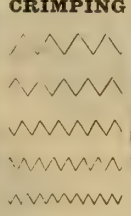
"GEM" ICE SHAVE
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

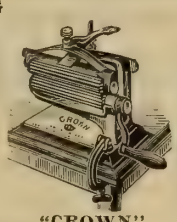


ICE CREAM FREEZERS

THAT SELL AND GIVE SATISFACTION.

CRIMPING



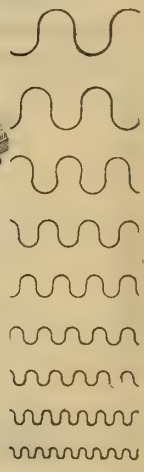


"CROWN" 4½-6-8 in.

"KNOX" 4½-6-8 in.

"AMERICAN" 5-6-7 in.

FLUTING



SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by... NORTH BROS. MFG. CO., PHILADELPHIA, PA.

PARIS GREEN

50 lb. Drums.

1 lb. Packages.

1-2 lb. Packages.

"Guaranteed Pure"

WRITE FOR PRICES. . . . .

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

Bertram, Wilson & Co.

Ontario Agents for

RAMBLER, $70.00
IDEAL 50.00
PELHAM 40.00

BICYCLES...

Iron, Steel, and Heavy Hardware
Lumbering, Mining, Railroad Supplies

Rope, Chain, Peaveys, Pike Poles, Axes, Saws, and Files . . . . . .

53 Yonge Street - TORONTO

Standard Steel Toe Calks

WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

T. EATON CO., LIMITED, QUEEN ST. SECTION
Lighted with Luxfer Prisms.

T. EATON CO., LIMITED, YONGE ST. SECTION
Lighted with ordinary glass and light wells.

3,000 Square Feet of Floor Space Saved by using

LUXFER PRISMS

For Catalogue or Estimate, write

LUXFER PRISM COMPANY, Limited - 58 Yonge St., TORONTO

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

"WE MAKE 50 TONS OF PAPER DAILY."

Not by accident are the E. B. Eddy Co's Wrapping Papers so universally used--there's a strength in the fibre that pulls it towards the dealers who want paper that will stand wear and handling.

Hull Montreal Toronto

EVERY GOOD THING

Pertaining to

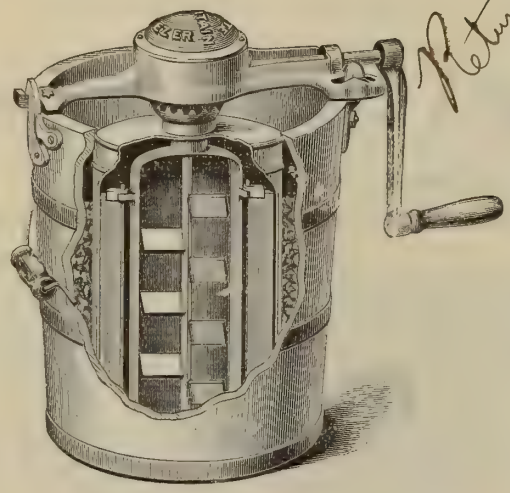
Ice Cream Freezers

Originated with

White Mountain Freezers

And is used in

Returned June 6/97 J.M.A.



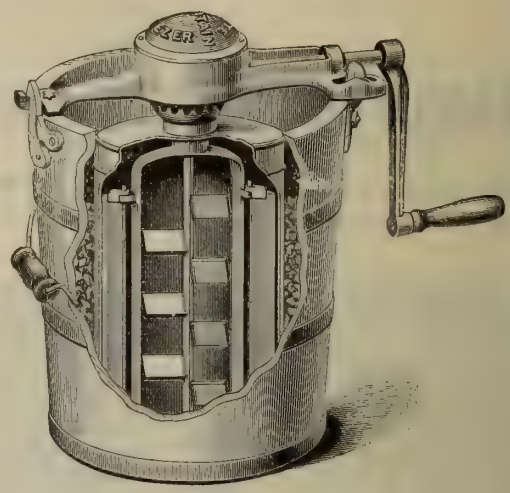
Triple Motion.

Covered Gearing

Duplex Malleable Iron Beaters

Double Self-Adjusting Wood Scraper

In fact, every meritable feature ever introduced in the manufacture of an Ice Cream Freezer.



SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H. U.S.A.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, APRIL 30, 1898 No. 18

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

HIGHER PRICES ON COD OIL.

LAST week, our regular Montreal market report recorded a sharp gain in the price of cod oil, and this week, if advices received from Newfoundland are any criterion, prices are apt to go still higher.

The ground for this assumption is the fact that no new cod oil can be laid down at Montreal for two or three months at the earliest, and as stocks are light many traders will not be surprised if there is a positive scarcity before the new crop arrives toward the latter part of August. Many holders, therefore, are disposed to husband their holdings in the hope of still higher prices later on.

This was evidenced this week when a small lot belonging to an insolvent estate was bid in by the creditors because they believe that it will be worth more money later on than if it was sold to-day.

In a jobbing way sellers are asking 40, and it is doubtful if a round lot could be had for less money.

A bright and aggressive merchant attracts customers, but a dull and slothful one drives trade away.

CANADIAN IMPLEMENTS IN AUSTRALASIA.

A RECENT report of the United States consul at Sydney, New South Wales, will doubtless be somewhat disappointing to Canadians who may have access to it, in so far as the report deals with the imports of agricultural implements into that colony.

The disappointment to Canadians will be found in the fact that, while the consul's report refers to implements of United States and British make, it is utterly silent in regard to implements of Canadian make. And yet our own trade returns show that our exports of these goods to Australasia are increasing rapidly, our shipments during each of the past five years being as follows:

1893	$149,805
1894	101,861
1895	140,698
1896	195,230
1897	313,711

The increase in the five years is, it will be noticed, over 109 per cent., a most gratifying result, and one which should encourage makers of agricultural implements in Canada to persevere.

RECIPROCITY WITH THE U.S.

THERE is evidently a growing desire on at least the part of the business men in the United States for reciprocal trade relations with Canada.

Within the last few months resolutions favoring the idea, and calling upon President McKinley and Congress to promote it, have been passed by various commercial bodies in the Western, Middle, Eastern and New England States, included in which are such important mercantile organizations as the Boston Chamber of Commerce, the Cincinnati Chamber of Commerce, and the New York Chamber of Commerce. Among the journals in the United States which have been warm advocates of reciprocity with Canada are such influential ones as The N.Y. Post, N.Y. Journal of Commerce and The Manufacturer, of Philadelphia.

The centre of the agitation is the New England States, and the prime mover in those States is the Boston Chamber of Commerce, which is doing a great deal of missionary work along this line among other commercial bodies in the United States.

That the new England States should be more concerned in securing reciprocity with Canada is explained by the fact that they have great manufacturing industries which would be manifestly benefited by reciprocal trade relations with Canada. Not long since, one of the members of a New England chamber of commerce declared, during the course of a speech, that reciprocity with Canada was of vital importance to the New England States.

This is a remarkable statement coming from a country which has, half a dozen times or more, refused Canada's importuni-

ties for reciprocity. But the emphatic resolutions of the various chambers of commerce, urging President McKinley and Congress to negotiate a reciprocal treaty with the Dominion, are scarcely less remarkable.

The preferential tariff on British goods and the general drift of the trade of the Dominion towards Great Britain are undoubtedly the monitors which are causing the business men to realize the importance of Canadian trade.

It has always been somewhat puzzling to Canadians why the United States should so persistently refuse to entertain proposals for reciprocity.

There is no country in the western hemisphere which is nearly as good a purchaser of United States products as Canada, and yet the politicians across the border have so far been able to thwart in its infancy each and every movement for reciprocity. The trade of the United States last year with Canada and other countries in America was as follows :

	Imports.	Exports.
Dominion of Canada ..	$49,373,472	$70,766,316
Bermuda	621,831	854,832
British Honduras.....	226,683	569,589
British West Indies....	12,285,885	7,943,477
British Guiana	4,706,781	2,063,946
Mexico.....	18,511,572	23,421,064
Costa Rica.....		
Guatemala		
Honduras	8,524,428	7,939,907
Nicaragua		
Salvador		
Hayti	1,460,220	3,832,388
San Domingo	2,369,424	1,098,635
Cuba	18,407,211	8,259,776
Puerto Rica.....	2,181,024	1,988,888
Argentine Republic ...	10,772,627	6,384,984
Bolivia	.....	7,787
Brazil	69,039,389	12,450,061
Chili	3,792,434	2,578,911
Columbia	4,730,537	3,807,012
Ecuador	566,526	734,868
Peru	722,089	1,108,436
Uruguay.....	3,515,054	1,213,426
Venezuela	9,543,572	3,417,522

What the outcome of the present agitation will be remains to be seen. The feeling in Canada toward the United States is much more kindly than it was a few months ago, but there is by no means that desire for reciprocity with the United States that there was even five years ago. We do not mean that there is a very strong opposition to it; but there is a decidedly unconcerned feeling in regard to the matter.

If a fair offer of reciprocity was made the Dominion would, in all probability, be ready to seriously consider it. But it must not be forgotten that the tendency in Canada at present is toward closer relations with Great Britain, commercially as well as nationally.

HARDWARE AND METAL does not point these things out with any idea of discouraging closer trade relations with the United States. It merely desires to point out certain conditions which have to be dealt with in a question of this kind.

SHARP ADVANCE IN ROPE.

STILL another advance is this week to be recorded in rope. First, there came a notice from the manufacturers withdrawing quotations. This was followed a day or so later by an advance of half a cent. per pound in the price of both sisal and manilla rope.

The base price is now 7¾c. on sisal and 8½c. on manilla, for ordinary lots.

The advance has been made by both United States and Canadian manufacturers.

Prices are now about $40 per ton above the lowest point, and, with war between the United States and Spain, still further advances are looked for.

The Cordage Trade Journal of the 21st inst, in an article on sisal and manilla, says that in only two years of the seven, from 1892 to 1898 inclusive, have quotations on manilla been higher on April 15 than on January 1, and in no year during that period were the prices so much higher on April 15 as they were this year. In 1896 the quotation on manilla was ⅛c., and on sisal ¾c. higher on April 15 than on Jan. 1, while this year manilla was quoted 9-16 to ⅝c. and sisal 1½ to 1 5-16c. higher on April 19 than on Jan. 4.

The position of the hemp market has been a strong one for some months, and the outbreak of hostilities between the United States and Spain tends to increase this strength.

ADVANCE IN WHITE LEAD.

THE steady advance in the price of pig lead abroad has induced Canadian manufacturers, after a lot of hesitation, to advance their prices 25c. all round.

This decision was arrived at during a meeting held in Montreal on Wednesday, when the advance was finally established. The new prices are as follows : At Montreal —Government standard, $5.62½ ; No. 1, $5.25 ; No. 2, $4.87½c., and No. 3, $4.50. At Toronto—Government standard, $5.75 ; No. 1, $5.35 ; No. 2, $5 ; No. 3, $4.62½.

In addition to this change, the week as a whole, has been marked by general firmness in all lead products. This disposition has arisen from several causes, but mainly the anticipated unsettling effects of the war upon the production and transportation of lead material both in Spain and the United States, which are both large lead producing countries.

Lead, while not so much used in modern warfare as it was formerly, is still necessary to a material extent, and all the markets have been strong, English quotations, for instance, advancing 10s. per ton for this week. Consequently, when Canadian makers tried to close contracts for further supplies of raw material at old prices, they found they could not do so. In fact, it is almost impossible to get a firm quotation of any sort. With this condition existing on raw material, they were perforce compelled to advance the finished article as above mentioned.

Those traders, therefore, who expected that the opening of navigation would lead to easier quotations for red lead, litharge and other allied products, will be disappointed, for the prospect is now dissipated, and winter prices are continued, with the prospect of still further advance.

KEEP METAL STOCKS ASSORTED.

IF the present coal strike in South Wales is not soon settled it will have its effect upon the values of many metals.

The strike began four or five weeks ago, and all efforts to bring a settlement about have so far proved futile, while there is danger of the trouble spreading to Scotland. In fact, in Fifeshire the colliers have already asked for an advance of 25 per cent.

Already a scarcity of coal is being experienced, both for manufacturing and marine purposes. According to a private letter received in Toronto this week from England the tin plate, galvanized iron and black sheet works there are gradually closing down as the supplies of coal run out. The stock of tin plates is expected to be soon exhausted.

The situation in these metals is undoubtedly a strong one, and the letter already referred to states that as the mills stop the holders of stock will ask for higher figures.

In view of this state of affairs in Great Britain, the hardware trade in Canada, both wholesale and retail, should keep their stocks of tin plate, galvanized iron, black iron, etc., well assorted.

Already, in fact, the agents in Canada of some British manufacturing firms have been notified that quotations for future delivery on galvanized iron, tin plate and Canada plates, have been withdrawn, and not only that but delivery will not be guaranteed.

One maker, who had received an order for a certain line of Canada plate, replied that he could not possibly fill it as his stock was light and he was not certain that he could keep his works in operation.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE demand from England for iron pipe and fittings continues satisfactory. Of the former article, two large orders for small diameter pipe have been booked within a few days by local mill agents. The total quantity sold is said to have been about ten carloads. In fittings, the orders are more numerous for brass valves, and for these a constant demand is said to exist for the English market, which has been worked up by Lukenheimer Co., Crane Co., John Simmons Co. and Kelly & Jones Co. Parties in the iron trade are of the opinion that the coal strike in South Wales may be the means of bringing some orders to this market for manufactured material. — N. Y. Journal of Commerce.

IRON AND THE COAL STRIKE.

Referring to the coal strike in South Wales an English trade paper says: "Though the negotiations for the renewal of the sliding scale have been resumed, the differences existing between masters and men are so great that some time must elapse before any settlement can be arrived at. The men demand an immediate advance of 10 per cent. in wages, 10 per cent. in the shilling on every rise and fall in the price of coal (instead of 8¾ per cent, as heretofore), and a minimum average selling price of 10s. per ton. The masters, on the other hand, propose a graduated scale of payment, beginning with 7½ per cent. in the shilling when the price of coal is between 8s. and 9s. 4d. per ton, 8½ per cent. when between 9s. 4s. and 11s. per ton, and 9½ per cent. when from 11s. to 15s. 4d. per ton. They also demand the abolition of the colliers' monthly holiday, the introduction of the discharge note system, and four monthly audits. At a few of the collieries the employers have made terms with the men, and work is being continued but the amount of coal coming on to the market is very small, and high prices are realized. There are very few vessels in port, no fewer than half a dozen having left the docks in one day in ballast. On account of the strike it is next to impossible to get quotations for either finished iron and steel or for tin plates. Through the colliers not fulfiling the agreement made by their representatives, with the masters, to continue work till April 9, many of the works failed to get supplies of fuel, and all through the district furnaces are being damped down and mills closed. Blast furnaces have been damped down at Ebbw Vale, Blaenavon and Merthyr, whilst in the Swansea Valley, with the exception of a few at the Upper Forrest works, all the steel-smelting furnaces have been closed. All the departments at the Dowlais works are practically idle. At the South Wales' works, Llanelly, the employes have been paid off. The tin plate mills at the Beaufort works are practically stopped, and at the Duffryn works only three out of eight are working."

RISE IN SILVER.

There are two special reasons for the gradual improvement in the price of silver since the war broke out, neither of them, however, being connected directly with that event, says The N.Y. News Bureau. The first is, that houses here with close foreign connections have contracts for forward delivery to fill which were made when the market was in the midst of its activity in connection with the talk of Indian currency and financial changes. The fact of war may possibly have made such buyers nervous, though almost no silver will be shipped from this country for a long time to come in other than foreign bottoms.

The second influence operating to stiffen the price is the belief in some of the best informed circles that the Indian demand for bars will increase in a very decided way before many weeks. India a year ago was in very poor shape, and could buy no silver. Now she is recovering in a very creditable way and will within a month begin to ship rice freely. She is now exporting wheat at good prices. For these exports payments will of necessity be prompt, in consequence of the impoverished condition of the country, and silver is almost certain to be in good demand for remittance. The purchase of silver will increase on Indian account as soon as the Indian banks are assured of a period of fairly easy money. The reserves of the great Indian banks, it may be noted, are still decreasing moderately.

TO MAINTAIN PIG IRON PRICES.

Positive measures are being taken by furnace men to strengthen the Bessemer pig iron market in the Central West. Sixteen out of eighteen of these furnaces last week signed an agreement to remain out of blast for 30 out of the next ninety days. In that time plans will be matured for a consolidation of the Bessemer furnace interests of the Central West in the control of one company. This company may lease the furnaces for a term of years, or it may buy them for cash or stock, or part of both,

The effect of the immediate contemplated move of the furnaces will be pronounced. It will reduce the supply of iron by 135,000 tons. The furnaces now have an agreement to hold Bessemer iron at $18.10 in the valleys, or $10.65 in Cleveland, and the effect of the idleness of the stacks for one month out of three will be at least to very firmly hold prices to the level agreed. Iron is not unlikely to go up to $11.—Cleveland Leader.

NEW YORK MARKETS.

April 27, 1898.

Pig Tin.—Consumers' purchases and operations of the interior trade, while seemingly checked somewhat by existing high prices, are still large enough all told to keep the market decidedly firm for spot delivery and steady for futures. Locally there is scarcely any movement in purely speculative way, however, and about as much concern is manifested in what is sometimes termed "paper tin." Straits for prompt delivery was quoted at 14.60c. ex ship or in store and at 14.65 to 14.70c. free on board, in lots of five tons or more.

Copper.—The movement of all varieties of this metal, taking together deliveries on old contracts and the current purchases, continues to be on a large scale. The shipments to Europe are still relatively heavier that home trade movement, but the consumption on this side of the Atlantic is good and assists considerably in keeping values strong. Lake Superior ingot is quoted at 12¼c. in large lots for future delivery and 12½c. in carloads on spot, electrolytic at 11¾ to 12c. and casting stock at 11½ to 11¾c., according to brand and quantity.

Pig Lead —Improvement in values and generally better tone to the market that developed on Monday was more compact and had sufficient force to stimulate buying and arouse quite lively inquiry, particularly for near future deliveries. Common domestic was sold at 3.65c. to the extent of 200 tons and closing prices were strong, with 3.65 to 3.70c. quoted for early delivery and 3.70 to 3.75c. for May and later shipments.

Spelter.—There was nothing more than ordinary buying here, with operations confined chiefly to lots of a few carloads, and the demand developed no spirit. Selling competition is temperate, however, and prices remained steady at 4.25 to 4,30c. for delivery here or at common point. London cable quoted £18 17s. 6d. for good merchant brands.

Antimony—Ordinary jobbing business is about all that is taking place, but prices are firm at 8 to 8¾c., as to brand.

Tin Plate—Spot business was somewhat more active, particularly in American cokes, and the market is stronger for stock from store and at the prices quoted below. Contracts for future delivery are, however, unimportant at the moment.

JAMES LEWIS PRESCOTT.

JAMES LEWIS PRESCOTT, the founder of the house of J. L. Prescott & Co., was born at Epsom, N. H., U. S., March 8, 1828. He descended from sturdy New England stock, with an English ancestry, who landed in the Massachusetts colony at an early colonial period.

The name Prescott is familiar to the readers of American history. Mr. Prescott's ancestor was General William Prescott, who commanded at the battle of Bunker Hill, June 17, 1775.

In 1866, Mr. Prescott moved to North Berwick, Maine, and in 1870 commenced the manufacture of stove polish in a structure only sixteen by eighteen feet in size. He first put on the market the "Universal" brand, which soon became very favorably known in a limited territory, but the superior quality of the products worried his competitors not a little. The total daily output of about five gross was delivered at the railway station in a wheelbarrow. The business was a success from the start and yearly increased until it reached an annual sale of about eighteen thousand gross.

In 1888, Mr. Prescott retired from business and was succeeded by his son, Mr. A. L. Prescott and Mr. C. O. Littlefield, under the new firm name of J. L. Prescott & Co. Mr. J. L. Prescott now lives at Battle Creek, Mich., where he is passing his days in peace and quietude, and where he and Mrs. Prescott recently celebrated their golden wedding in the midst of a large circle of relatives and friends.

In 1887, Mr. Amos L. Prescott the present head of the house, conceived the idea that the old fashioned stick-to-it-all-day method of blacking a stove was a drudgery for housekeepers, that ought to be abolished. He accordingly set about producing the first paste stove polish which ever proved to be a success. It was put on the market as "Enameline, The Modern Stove Polish." A lucky hit, and a product destined to play an important part in the household economy of millions of homes in many lands. It was determined to make Enameline famous through the most vigorous methods of publicity. In a single year more than $200,000 has been appropriated for advertising.

"It soon became evident," says Mr. A. L. Prescott, "that Enameline was to be the world' stove polish and that another location must be selected in one of the great centres of commerce, where adequate facilities for manufacturing and shipping could be provided. This led to the selection of New York city for the new headquarters, and, in the spring of 1896, an extensive factory constructed after modern plans was put in operation at Passaic, New Jersey, twelve miles by rail from New York, on the Passaic River, where steamers from the vast water connections about New York, Brooklyn, and Jersey City, enter the docks of the company every day. The five gross per day of 1870 has grown to an output of nearly five carloads per day, and was being distributed to every English speaking country on the globe, as well as in Germany, Scandinavia, Holland, Belgium and South America."

The year 1896 witnessed the largest growth of any in the history of Enameline; both the Passaic and North Berwick factories were used in conjunction to supply the enormous demands. As the Passaic factory developed, the North Berwick plant was gradually given up, and at the present time, the entire output of Enameline is from the New Jersey factory, and the location as regards skilful labor, plenty of space for

JAMES LEWIS PRESCOTT.

growth, and for shipments by water or rail, is most desirable.

In the spring of 1894, J. L. Prescott & Co. commenced the introduction of Enameline into foreign countries, and at the present time, they have depots in Liverpool, London, Glasgow, Cape Town, Hamburg, Melbourne, Antwerp, Rotterdam, and Copenhagen.

On July 1, 1897, Mr. J. Edward Prescott, the son of Mr. A. L. Prescott, was admitted into partnership, thus being the third generation to be represented in the business. This gentleman has charge of the Passaic factory. Mr. J. Edward Prescott has been especially active in the introduction of the most labor saving machinery, not duplicated in any other stove polish factory in the world.

The total length of all the buildings of the Enameline factory at Passaic, is more than 700 feet, with a capacity of 50 tons per day. No claim is made to running full, but this is more than double the capacity of any other stove polish factory in the world. The buildings are lit with electricity, and are ventilated by hot and cold air machinery. The company own its own machine shops. Over 300 hands are employed at the present time, and they are paid more that the average scale of wages, the firm believing in a philanthropy that helps people to help themselves.

After the plumbago from the East Indies has been landed at the docks of the company, it is first put through a milling process, which is a marvel of mechanical ingenuity; these mills accomplishing, with the work of one man, what formerly employed twenty-five workmen. The company manufacture their own tin boxes, and the enormity of the production can be conceived when it is said that they have twenty-two stamping machines, with a capacity each of sixty pieces per minute. About five tons of tin plate are used each day. They also make their own packing cases, and more than 3,000,000 feet of pine lumber are used annually.

The covers of packing boxes are nailed on by machinery. The labels put on tin boxes are ordered in 100,000,000 lots.

The sales department is under the supervision of Mr. P. M. Berry, for a number of years connected with J. L. Prescott & Co., a hearty co-worker in the company's energetic policy of push.

The offices are at 90-92 West Broadway, New York, where the enormous details of the sales department, the direction of large appropriations for advertising, the supervision of from one to two hundred traveling men in the United States and foreign countries, and contracts for shipping by land and water, are negotiated and directed. All wholesale grocers, housefurnishers, hardware and stove dealers, and 97 per cent of the retailers in these branches of trade handle Enameline.—The Modern Stove Polish.

Previous to 1897 the United States consumed more than half of the rubber product of the world; the development of the rubber industry in Europe, however, has been very rapid in recent years, and in 1897 Europe took 15½ per cent. of the world's product.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

TO DISTINGUISH IRON FROM STEEL IN SHEETS.

WE have received the following inquiry: "Is there any way of distinguishing sheet iron from sheet steel when it is too thin to see the grain?"

We referred this inquiry to Mr. Gus C. Henning, whose specialty is the determination of the characteristics of materials, and he replies as follows:

"There are ways of doing this, but it is not always an easy or a simple thing to do. In fact, some cases will be found to require an expert, with special appliances adapted for such work. Other cases are easily decided, but it should always be borne in mind that steel and iron vary as much as bronze or the so-called babbit metals, and a test that will answer in one case will not answer at all in another, and the untrained examiner will generally not be able to reach certainty in applying tests. The following, however, may be found useful:

"First—However thin the steel may be a microscope will suffice to see lamination and cinder, if they exist; if both are missing the material is 'steel.' If the latter only is missing, it may be steel.

"Second—Dip strips of the metal into muriatic acid for a few minutes, depending upon their thickness; then wash in water and place in a solution of potash. Wash and scrub to remove all scale. If iron, the clean surface will show cinder seams, although a strong glass may be necessary to see them. Seamy steel may also show lines, but different from the above.

"Third—Dissolve these thoroughly cleaned pieces in muriatic acid; if steel, no black residue will appear; nearly all iron leaves a black residue.

"Fourth—Take chips in a lathe or planer, which can be done even with very thin metal by a skilful mechanic. If the chips are smooth and continuous, they are steel; if checked and breaking into short pieces, they are generally iron. Very perfect cutting tools are necessary.

"Fifth—Make tension test and determine modulus of elasticity, elongation at maximum load and character of fracture. If iron, the modulus will not exceed 26,500,000; elongation at maximum load will be almost equal to that after rupture. Fracture will be rather rough and irregular. In case of steel the modulus will be above 28,000,000 at loads up to ¾ of elastic limit. Variation of elongation at maximum load and after rupture will be considerable. Fracture will be "cup shaped."

"Sixth—Make tension tests of strips after heating them very carefully to red heat in a gas fire (not covered by coal), and cooling in air. Tenacity will be very much decreased if iron, but much less so in steel; relative elongations are very much changed if steel and increased much more than if iron.

"Seventh—Make bending tests, forward and back in vise, having edges rounded. If iron, a few return bends will break it, showing seams. If steel, a great many bends will be required; angle of bend to be 45 degrees in either direction.

"Eight—Make bending tests in both directions, with and across the grain. If iron, it will break much quicker in one direction than in the other. If steel, it will be nearly the same in both directions.

"Ninth—If strip is held in true direction of N magnetic pole, and sharply rapped once on end by a hammer, magnetic poles will be developed if the metal is steel.

"Tenth—Anneal a strip carefully, remove all scale by pickling as before and place on a magnet for twenty-four hours; if it is iron it will lose its magnetism in a short time after removing from the sphere of action of the magnet; if steel, it will retain its magnetism for a long time.

"There are many other tests that might be applied, but as you can hardly publish a treatise on the subject, the above will probably suffice."—American Machinist.

PIG IRON PRODUCTION CHECKED.

THE production of pig iron has experienced the first check since July, and it is a falling off of only a few hundred tons in weekly capacity, while there was one additional furnace in blast last month. But some furnaces have gone out of blast, and a few others are preparing to follow. Stocks continue to increase, but very slowly. The production is proceeding at the rate of just about a million tons a month, and the increase of stocks was less than 1 per cent. of that. The prices of pig iron and billets have weakened a little. Contracts for railway cars, lately awarded, are said to require 20,000 tons of iron. A Philadelphia paper announces that the order of the Russian Government for 35,000 tons of 75-pound steel rails for the Siberian railroad has been given, and there are considerable orders for structural materials and for ship plates.—N.Y. Journal of Commerce.

GRAPHITE IN BRAZING.

It is found, says an exchange, that by mixing a certain quantity of graphite with water or turpentine to the consistency of a thin paste, and applying it to those parts of a steel tube which it is desired that the melted brass shall not adhere to, the graphite effectually prevents this adhesion, and thereby does away with much filing and other work formerly neccessary to remove the brazing material. This seems to result from the fact that the graphite has a strong affinity for metal surfaces, and at the same time is not affected by the heat; thus it simply keeps its place upon the tubes during the heating, and prevents adhesion of the brass.

Paint Success.

What has made us successful will make you successful.

There is no miracle or wonder in what we have accomplished.

It is the result of the proper application of sound business principles—a good article vigorously and persistently pushed.

The foundation of our business is the good quality of our goods. By means of this solid base, we have been able, with great activity, and unremitting energy, to erect a business structure higher in the commercial air than any other in a similar line.

Handle

The Sherwin-Williams Paints.

Turn to good account our methods and you will do the most successful paint business in your town. This is unvariable. There is not a single exception. Will you try it?

The . . .

Sherwin-Williams Co.

Paint and Varnish Makers

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

Walter H. Cottingham

Managing Director
Canadian Department.

CHARGE FOR ELECTRIC POWER.

THE CATARACT POWER AND CONDUIT CO., the distributing agents for the Niagara power in Buffalo, have formulated the scale of the rates they will charge for electricity. As their patrons are expected to include railway companies, large factories, etc., as well as small establishments, the calculation of prices is based on the amount of power used.

Thus, the monthly charge for power will be determined by standard meters installed by the company upon the premises of the consumer. These meters will record the number of electrical units which are actually taken by the consumer. The standard electrical unit of power is the kilowatt hour. The charge for power will be determined by the record of the meter and by calculation from the following table :

For use not exceeding 1,000 units the rate shall be 2 cents per unit.

For use exceeding 1,000 units, but not exceeding 2,000 units, the rate shall be : For 1,000 units 2 cents per unit, and for the excess 1.5 cents per unit.

For use exceeding 2,000 units, but not exceeding 3,000 units, the rate shall be : For 2,000 units 1.5 cents per unit, and for the excess 1.2 cents per unit.

For use exceeding 3,000 units, but not exceeding 5,000 units, the rate shall be : For 3,000 units 1.2 cents per unit, and for the excess 1 cent per unit.

For use exceeding 5,000 units, but not exceeding 10,000 units, the rate shall be : For 5,000 units 1 cent per unit, and for the excess 0.8 cent per unit.

For use exceeding 10,000 units, but not exceeding 20,000 units, the rate shall be : For 10,000 units 0.8 cent per unit, and for the excess 0.75 cent per unit.

For use exceeding 20,000 units, but not exceeding 40,000 units, the rate shall be : For 20,000 units 0.75 cent per unit, and for the excess 0.7 cent per unit.

For use exceeding 40,000 units, but not exceeding 80,000 units, the rate shall be : For 40,000 units 0.7 cent per unit, and for the excess 0.66 cent per unit.

For use exceeding 80,000 units the rate shall be : For 80,000 units 0.66 cent per unit, and for the excess 0.64 cent per unit.

CATALOGUES, BOOKLETS, ETC.

The North Bros. Manufacturing Co., Philadelphia, manufacturers of the "Gem" freezers, have issued a small pocket cardboard folder which should sell freezers, for while not over two by four inches in size, it gives the information desired. On the front cover is a cut of the outside of a freezer. On opening up the folder, a cut of the inside of the machine is found, showing its internal arrangements. It is really worth seeing. North Bros. are putting on the market the "Gem" ice shave and the "Crown" ice chippers. Parties interested may secure leaflet concerning these goods by writing to North Bros.

Caverhill, Learmont & Co. have just issued some handsome catalogues of their stock of goods. Each department of the firm's large business has a book to itself, and each book is got up after the best manner of the printers' handiwork. The arrangment of these catalogues bespeaks a lot of care on the part of the gentlemen who had the compilation of the matter in hand, and retailers will find them a handy source of information.

That the Ontario Lead and Wire Co., Limited, take pride in the production of first-class articles is evidenced by the excellent catalogue they have just issued. The printing throughout is excellent, and the binding is attractive and substantial. When it is stated that there are over 150 pages, devoted entirely to illustrations and descriptions of plumbers' supplies, etc , the value of this catalogue to master plumbers, journeymen plumbers, builders, architects, etc., will be seen to be inestimable.

"The profit is worth having."

ive your customer what he wants.
If he asks for a single tube, give him the Goodrich-Resflex Single Tube.
If he wants a double tube, show the Goodrich-Resflex Double Tube.
Either kind will meet his wants.
You make a liberal profit on either kind.
That profit isn't swallowed up in the usual free repairs, common with other tires.

TRADE MARK

The Goodrich-Resflex is the best of the Goodrich-made Tires.

Write us. The retailing of Goodrich-Resflex Tires will make you money.
"The profit is worth having."

American Tire Company, Limited
164a King Street West, Toronto.

W. GILBERTSON & CO.
Limited.
Ponterdawe Steel, Galvanizing and Tinplate Works
Ponterdawe, near Swansea South Wales.
Makers of . . .
PATENT FLATTENED GALVANIZED SHEETS.
"COMET" brand
of best soft Siemen's quality, true to gauge, perfectly flat, smooth, and well galvanized.
—ALSO—
Tinplates and Terneplates.
ALEXANDER GIBB
Agent . . . 22 St. John St., Montreal.

H. S. HOWLAND, SONS & CO.

37 Front Street West

WHOLESALE MERCHANTS

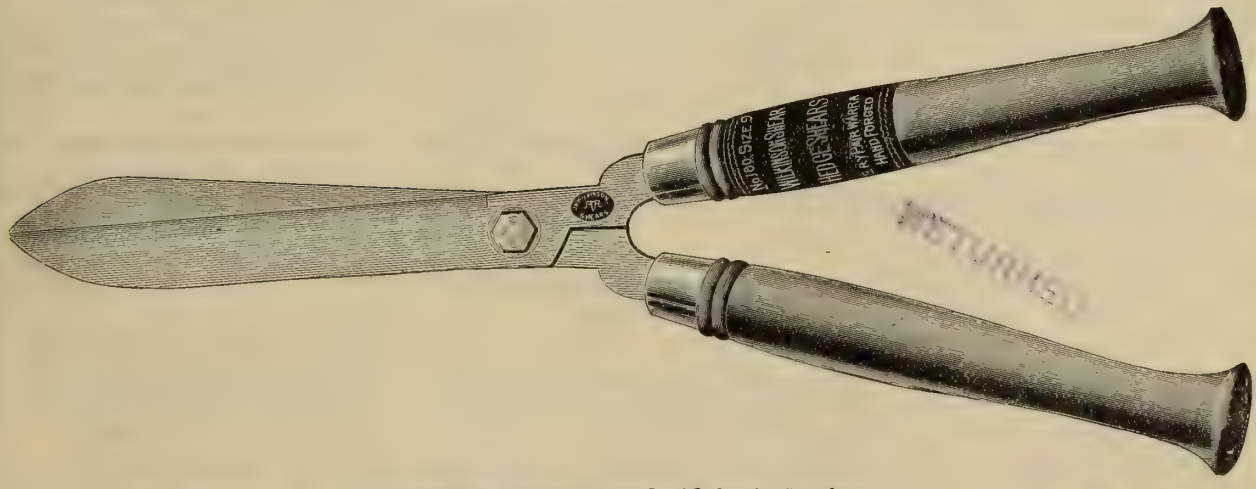
TORONTO

JUST TO HAND:

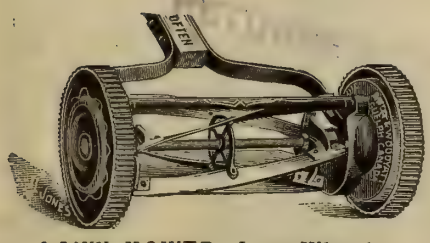
KENT'S CORN PLANTERS

Triumph.

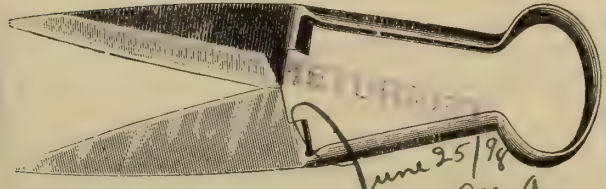
" with Pumpkin Seed Attachment.



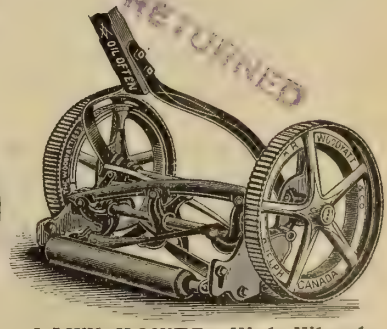
GARDEN SHEARS, 7½, 9, 10 inch Blades.



LAWN MOWER—Low Wheel
10, 12, 14, 16, 18 inches



SHEEP SHEARS



LAWN MOWER—High Wheel
12, 14, 16, 18, 20 inches

H. S. HOWLAND, SONS & CO., TORONTO

Letter Orders Shipped Promptly.

GRAHAM Wire and Cut Nails are the Best.

Our Prices Are Right.

MEETINGS OF BOARDS OF TRADE.

WOODSTOCK, ONT.

THE annual meeting of the Woodstock Board of Trade was held on Thursday evening last week, a fair number being present. The chair was occupied by the president, John White.

The annual report showed the board to be in a satisfactory condition. The town of Woodstock has had special reasons for congratulations in the fact that its industrial enterprises are in as flourishing a condition as during any time in its history. All the manufacturing establishments are apparently solid and prosperous. The advisability of incorporating the town of Woodstock as a city has been discussed, and the hope was expressed in the report that this matter should receive further consideration during the coming year.

In moving the adoption of the report, the president delivered the annual address. He dwelt on the value of the board of trade to Woodstock, showing that since the Paterson biscuit works were induced to go there the popnlation of the town had almost doubled. The board of trade is a valuable adjunct to the council, and in their endeavors to secure new industries for the town should receive every encouragement from the council.

Addresses were also delivered by H. Powell, vice-president; A. Pattullo, D. W. Karn, R. T. Crawford and G. O'Grady, all favoring more enterprise on the part of the council in securing new industries.

The following officers were then elected unanimously: President, H. Powell; vice-president, G. de C. O'Grady; secretary, J. G. Wallace; council, R. T. Crawford, J. Y. Ormsby, A. J. McIntosh, John White, D. W. Karn, O. G. Anderson, Lewis Suiter, R. Whitelaw, E. W. Nesbitt, A. Pattullo, Dr. Mearns and John A. Bain.

Messrs. Bean and Woodroofe were placed on the board of arbitrators instead of Messrs. Hunter and Scarffe, and E. W. Waud and Dr. Rice were appointed auditors.

Five new members were proposed and received.

A communication was received from the Canadian motor syndicate wanting to know what inducements the town could offer for it to locate here. It was decided to ask for further information.

WOODSTOCK, N.B.

Last week the board of trade in Woodstock, N.B., held its annual meeting, the president, Williamson Fisher occupying the chair.

In the annual report reference was made to the decline of the lumbering industry, which industry had much to do with the building up of that town. On the other hand, the starting of the woolen mills, the wrapper factory and the canning factory, have done much to keep the town in a satisfactory condition. But more industries are wanted, and an effort should be made to secure the erection of either a pulp mill or a boot and shoe factory.

After the adoption of the report, the following officers were elected: President, George E. Balmain; vice-president, Alexander Henderson; sec.-treasurer, T. C. L. Ketchum; council, Williamson Fisher, James Carr, James Watts, John Graham, J. N. W. Winslow, J. T. Garden, H. Paxton Baird, J. T. A. Dibblee, Chas. Appleby, William Dibblee, A. E. Jones, George L. Holdyke and David Hipwell.

A resolution was then passed memorializing the Dominion Government to appoint a commission with a view of regulating freight rates on the C.P.R., according to mileage.

The secretary was instructed to open up correspondence with parties in Great Britain to find out if business in exporting maple to that country could be opened up.

SOUTH KOOTENAY.

At the annual meeting of the South Kootenay Board of Trade, it was decided to send a representative to the Dominion Government, asking for an import duty on lead and lead products.

The following officers were elected: President, D. R. Robertson; vice-president, James Lawrence; secretary-treasurer, J. A. Turner; council, Messrs. Croasdale, Thomson, Evans, Irvine, Houston, Fletcher, Proctor, Des Brisey, Holt Grant, Gibson and Kydd.

THE DIRECTORS OF LIMITED COMPANIES.

JUDGMENT was given a few days ago in a case which is especially interesting to limited liability companies in Ontario.

The case in question was one brought by a lithographing company against the directors of a defunct limited liability company, to recover $152.30 and interest, the amount of a bill of exchange, in which the word "limited" was not plainly presented after the company's name. The case of the plaintiffs prevailed, and judgment for $160.50 and costs was awarded them.

The Ontario Companies Act is strict in this matter and directors of limited liability companies should be careful to see that the concerns with which they are connected, comply with the law.

Sub-section 1 of section 22 states that "the directors of the company shall be jointly and severally liable upon every written contract or undertaking of the company on the face whereof the unabbreviated word 'limited' is not distinctly written or printed as the last word in the name of the company where it occurs in such contract or undertaking."

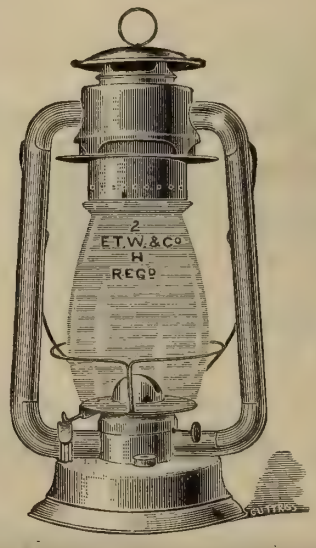
PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

W. C. CRAWFORD
Tilbury, Ont.
Manufacturer of all kinds of
WOODEN HANDLES
Including
AXE, FORK, RAKE, HOE, SHOVEL, SLEDGE, PICK, HAMMER, PEVIE, ETC.
We also make Tapered Pike Poles, Doubletrees, Neckyokes, Whiffletrees, etc.
We thoroughly season all our material in Hot Blast Kilns, constructed especially for drying hardwood, therefore our goods remain straight. OUR CUSTOMERS ARE NOT OBLIGED TO PAY FREIGHT ON WATER. We grade high, finish perfectly, pack neatly and guarantee our goods to be second to none.
Write for Price Lists and Discounts.

E. T. WRIGHT & CO.


Manufacturers of . .
Tubular and Cold Blast Lanterns
Bird Cages
Mouse Traps
Flour Sifters
Stamped Re-tinned and Japanned ..TINWARE
HAMILTON - CANADA.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

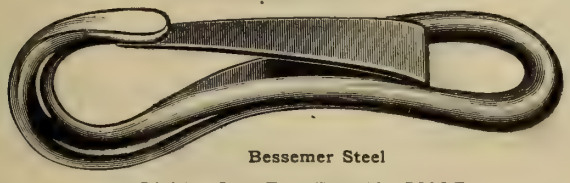
New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. **PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.**

OUR LATEST IN SNAPS.



Bessemer Steel

½ in. Sizes. 5/8 in.

No Cast Iron.

No Rivets.

Bessemer Steel

SOLID STEEL ROPE SNAP.

DOUBLE BIT SNAP

Made in Two Sizes.

Size of Cut for Bits.
Twice Size of Cut for Breast Chains.

ONEIDA COMMUNITY, Limited,
NIAGARA FALLS, ONT.

STARS IN THE CYCLE FIRMAMENT Give unqualified judgment in favor of Detachable Tires. . . .

Dunlop Detachable Tires

Are the BEST tires you know of—the best the world knows of.

In the current issue of "The Cycle Age and Trade Review," Messrs. H. A. Lozier & Co., Cleveland, Ohio, tell the dealers in confidence:—

"The nearest approach to perfect equipment is a detachable inner tube tire that is light, resilient, quickly and easily repaired when punctured, and when replaced on the rim stays on until you take it off"—with these

DUNLOP TIRES ARE SO GOOD THAT STURDY BRITONS WON'T RIDE ANY BUT DUNLOPS.

The . . . .

AMERICAN DUNLOP TIRE CO. - Toronto

Montreal Depot, 2310 St. Catherine St.; Maritime Provinces, F. H. Tippet & Co., St. John N.B.; Winnipeg, Canadian Rubber Co.; British Columbia (mainland), John Leckie, Vancouver City; Vancouver Island, Weiler Bros., Victoria, B.C.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 29, 1898.

HARDWARE.

THE week has reflected well sustained activity in many leading lines of general hardware, but there have been no special features. Barb wire is still moving, but new orders are few. A good trade is noted in plain wire, and the same can be said of wire nails. Horse nails and horseshoes are quiet, while moderate activity is displayed by rivets and bolts. Freezers are going out well, and so are tools, both carpenters' and harvesters'. Cordage has been worked up ½c., but demand is not particularly brisk ; and there is an active enquiry for cement.

BARB WIRE—A fair movement on old account is noted, but there are few new orders coming in. We quote as before, $2 f.o.b. Montreal for jobbing lots.

PLAIN WIRE—Enquiry for oiled and annealed has been well maintained, and discounts are 40 per cent. on oiled and annealed and 35 per cent. on galvanized.

WIRE NAILS—There is a good demand for these, prices being as last quoted, $1.90 f.o.b. Montreal.

CUT NAILS—Continue as reported last week, with the basis $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Very little change from a week ago, with discounts 50 per cent.

HORSESHOES—Quiet and unchanged. We quote : Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25 ; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50 ; toe-weight steel shoes, all forward, $5.50.

SCREWS— A steady trade is doing. Discounts are as follows : Flat head bright, 87½ and 10 ; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—Business fairly active. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10 ; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10 ; stove bolts, 70 and 5 ; tire, 70 per cent.

RIVETS —There is a quiet demand for these. Discounts are as follows : Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — Continues as last reported.

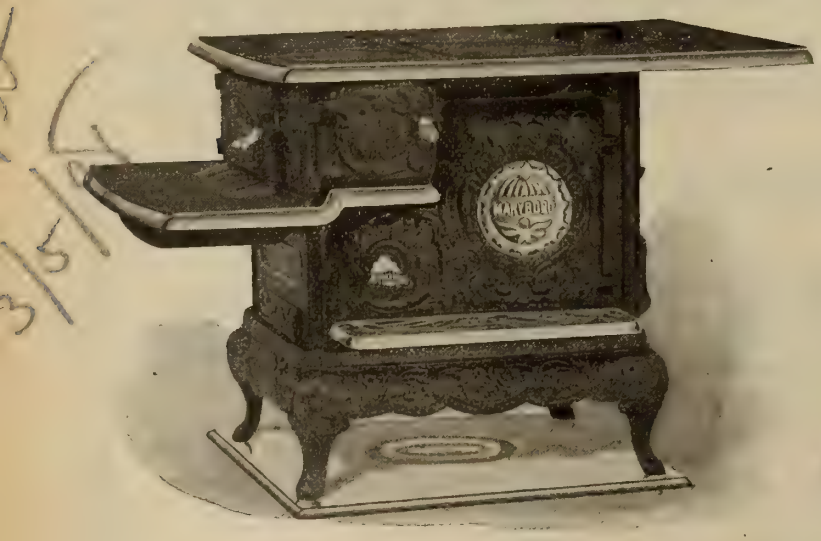
FILES—Demand has been fair for these as for other tools, and prices are unchanged.

CLOTHES WRINGERS—Without new feature.

FREEZERS—The standard sizes are still being asked for quite freely.

SPADES AND SHOVELS — Discounts remain the same while enquiry is fair.

TOOLS — The brisk enquiry already noted



New Stoves

"MARYBORO'"

Square—with Reservoir

An exceptionally good working and heavy stove, at a cheap price. . . .

Has an oven 21 x 20, takes 26-inch wood.
Has a cut top firing door, drop hearth plate.
Top made in two pieces with lined centres and heavy covers.
The knobs and oven door medallions are the only parts nickeled.
Ornamented with elaborate carving.
Every stove provided with a strong leg base.
Agents should order a sample at once.

IF YOU WANT GOODS QUICK, ORDER FROM McCLARY.

THE McCLARY MFG. CO., London, Toronto, Montreal, Winnipeg and Vancouver

APOLLO BEST BLOOM
GALVANIZED IRON.

Every sheet ought to be perfect; if not, return it at jobber's expense.

The worker wants good iron as well as skill and good tools.

Apollo is right in a dozen ways where other galvanized irons are sometimes right and sometimes wrong.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Firebricks and Clay
Ganister for Cupola Linings
Fire Sand
Drain Pipes and Connections
Contractors' Supplies.

F. HYDE & CO.

31 Wellington street, **MONTREAL**
Importers and Dealers.

Abbott & Co.

ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

for this line of material has been well maintained. Jobbers' stocks here are better assorted than they were a week ago, some good shipments having arrived.

CUTLERY — There has been a moderate enquiry for cutlery.

SPORTING GOODS — Remain much the same.

SHOT—Rules quite firm, owing to the advance in lead, but quotations are unaltered. We quote: dropped, 6c.; chilled, 6½c.; buckshot, 7c. less 12½ per cent.

BUILDING PAPER—Orders have been fair this week and prices are as follows: We quote: Plain, 25c.; tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —There is a good trade doing in these. Discounts on T and strap hinges are 70 and 10 per cent. which are the kind in most request.

CORDAGE—There has been a sharp advance in both sisal and manilla rope here. We quote: Sisal, 7-16 and upward, 7¾c.; ⅜, 8¼c.; 5-16 and ¼, 8¾c., and 3-16, 9c.; manilla, 7-16, 8½c.; ⅜, 9c.; 5-16 and ¼, 9½c., and 3-16, 10c.; lath yarn, 7c.

GREEN WIRE CLOTH—There is a fair movement in this material.

CEMENT — Continues in good demand and prices are firmly held at $2.25 to $2.35 for English and $2.30 to $2.45 for German.

FIREBRICKS — Fairly active and steady at $16 to $21 per 1,000, as to brand.

METALS.

The general tendency in metals has been toward firmness, the only change in the other direction being a re-adjustment of domestic pig iron prices owing to water freights. Cables from abroad on lead, galvanized iron, tin and terne plates, have been very firm, and some agents have had their prices withdrawn for the time being.

PIG IRON—Quiet, with few important contracts noted so far for spring delivery. We quote: No. 1 Hamilton, $15 to $16; No. 2 ditto, $14.50 to $15; Ferrona, $14.50 to $16; Siemens $14.50 to $16, as to grade. Summerlee and equal brands, $18 to $18.50.

BAR IRON—Fair demand and prices steady at $1.40 to $1.50.

BAND IRON — Rules firm at $1.75, under a moderate demand.

HOOP IRON—Firm and unchanged, as last last quoted, at $2.

SHEET IRON—Rules fairly active as follows. We quote: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—Demand is fair, but prices, in some cases, have been shaded this week, and we modify our range, compared with last week. We quote: 12 gauge, $2.15 per 100 lbs.; 16 gauge, $2.30;

SANDERSON'S TOOL STEEL

Established in Sheffield 1776
in Syracuse, N.Y., 1876

We are now carrying a complete stock of this well known and popular make, and will be pleased to quote prices.

A. C. LESLIE & CO.
Canadian Agents **MONTREAL**

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for
"THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—This, in sympathy with the strength in pig lead, is firmer in tone, but quotations are unaltered: Composition waste 7½c., and lead pipe 7c., with discounts 27½ per cent.

GALVANIZED IRON—Import agents state that it is difficult to get quotations for forward delivery in these, but we quote prices the same: Queen's Head, No. 28, $4.10 to $4.25, and Comet, $3.75.

TINNED IRON—Firm, but unchanged.

PIG LEAD—Makers here who tried to close contracts for supplies of pig lead at previous rates were unable to do so. Nominally, the market is very firm at $3.75.

INGOT TIN—Strong abroad, and prices firmly held at 16½c. on spot.

INGOT COPPER—Firm, but unchanged at 13 to 13½c.

SHEET COPPER—Quite firm, with supplies light. We quote: 14-oz., 16½c., and 16-oz., 15½c.

CANADA PLATES—Agents state that it is difficult to close any contracts for future delivery. Stocks on spot are not heavy and prices are firmly held. We quote as follows: 52's, $2.10 to $2.15; 60's, $2.15 to $2.20, and 75's, $2.30 to $2.40.

TIN PLATE — The same remarks apply to tin plate. We quote as follows: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I.X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80; Bradley's $5.50.

TERNE PLATE — In light supply with prices firmly held at $5.75 to $6.

COIL CHAIN — As last reported. We quote: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC — Firmly held, at 5½ to 5¾c.

SOLDER—Quiet, but steady, at 11 to 11½c.

SPELTER—Unchanged, at $5.25.

IRON PIPE—The firm disposition of this article is retained, and demand has been better during the week. We quote as follows: Black pipe, ¼-inch and ⅜-inch, $1.90; ½-inch, $2.15; ¾-inch, $2.60; 1-inch, $3.55; 1¼-inch, $4.65; 1½-inch, $6.50, and 2-inch, $8.25. Galvanized, ½-inch, $3.75; ¾-inch, $4.55; 1-inch, $6.35; 1¼-inch, $8.50; 1½-inch, $12, and 2-inch, $16.50 to $17.

SANITARY WARE — Continues without change.

GLASS.

The window glass market is very firm in tone, and, though it is usual to have some modification in prices about this time, as a result of the spring arrivals, none is expected this year. Stocks are light, especially in the smaller sizes, and this accounts for the firmness. The first steamers, with new shipments, however, are near at hand, and stocks may be better assorted next week. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The week has been marked by general firmness, the chief feature of the week being an advance in white lead, which was decided upon at a meeting held on Wednesday, prices being marked up 25c. all round. The opening of navigation was expected to ease quotations for red lead litharge and other lead products, but this is not likely now. Linseed oil has gained 2c. in the English quotations within the week, and a corresponding advance has been made in our quotations. Turpentine is only steady at last week's reduction. Arrivals have been considerable, but are all taken up. The prospect is quite uncertain, and a further decline is less likely than it was a few days ago. Deliveries from the producing points to shipping ports continue to be ample, but shipping facilities are uncertain.

WHITE LEAD—Best brands, Government standard, $5.62½; No. 1, $5.25; No. 2, $4.87½; No. 3, $4.50.

DRY WHITE LEAD—$4.50 in casks; kegs, $4.75.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 47c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 14¼c.; 250-lb. kegs, 14½c; 50 to 100-lb. drums, 15c.; 1-lb. packets, 16c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—Rules much firmer at 10 to 10½c.

SEAL OIL—Unchanged, at 45 to 50c.

COD OIL—Supplies of cod are light, and prices are firm at 40c.

NAVAL STORES — There has been no change in these. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Beef hides are easier at 8, 7 and 6c., according to grade; calfskins range from 8 to 10c.; lambskins, 10c. and sheepskins, $1 to $1.10 each.

ASHES.

Steady, We quote as follows: $3.50 to $3.60 for first pots, and $3.25 to $3.30 for seconds, with pearls $4.75 to $4.85 per 100 lbs.

COAL.

Quiet and unchanged. We quote: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60

PETROLEUM.

Unchanged. We quote as follows: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

White lead has been marked up 25c. all round.

Linseed oil is 2c. higher than it was last week.

Agents representing English makers have had their quotations, for future delivery, withdrawn on iron, tin, terne and Canada plates.

ONTARIO MARKETS.

TORONTO, April 29, 1898.

HARDWARE.

BUSINESS in the wholesale hardware trade does not yet show any signs of diminution. In all seasonable lines a good trade is being done. Some of the manufacturers are not as busy as they were on wire nails, but a good many are still moving. In ordinary wire fencing, a brisk trade is being done. Shipments of barb wire now being made are principally from local houses. A slight improvement in the demand for wire nails is to be noted this week. Business in horseshoes and horse nails is still only moderate. Trade is active in hinges. Green wire cloth and poultry netting are moving freely. Hinges are in active demand. Trade is being well maintained in spades and shovels and harvest tools. For garden hose, screen doors, lawn mowers, wheelbarrows, garden tools, etc., business is beginning to open up nicely. The most important change in prices is an advance of ½c. per lb. in the price of rope, both sisal and manilla. Some change has also been made in the discounts on both.

BARB WIRE— Shipments being made at the moment are principally from local houses. An occasional order is, however, still being booked f. o. b. Cleveland. We quote: $1.80 f.o.b. Cleveland, and $2 from stock. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE — There is a good demand for oiled and annealed. A

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Cement

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood......Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia......Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co. Limited

Lock Drawer 464, OWEN SOUND.

There's nothing experimental or uncertain about...

—Eastlake Steel Shingles

They've proved their superior worth by 14 years of successful use all over Canada.

When Eastlakes are used you are sure of best results.

They are fire and rust proof, **can't** leak, and last indefinitely.

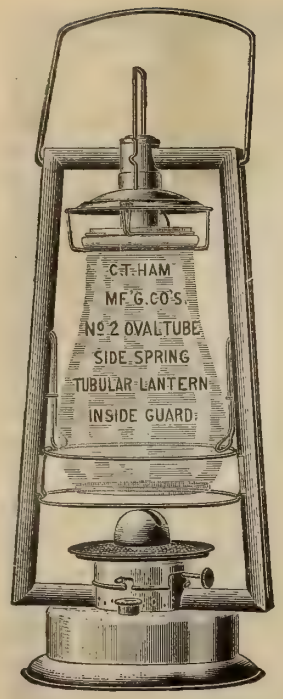
The only shingle made with our patent cleat and water gutter—they can be laid more quickly than others, each shingle being accurately squared, and may be had either Galvanized or Painted.

You'll serve your own interest by handling these reliable goods. They're becoming more and more popular every day.

Send for Catalogue and Price List.

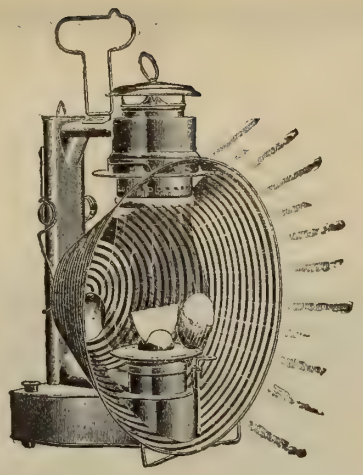
Metallic Roofing Co., Limited

1179 KING ST. W., TORONTO



AMERICAN

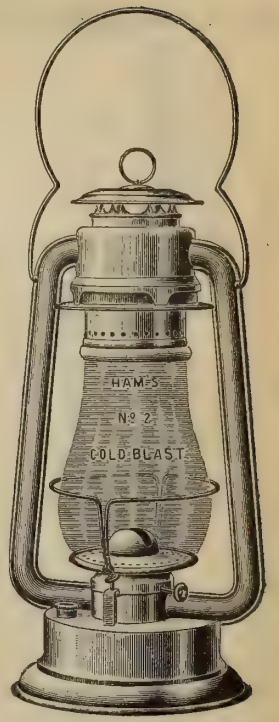
We make the finest and most complete line of Tubular Lanterns and Lamps in **THE WORLD.** Ham's are the only lanterns for your **Klondyke** trade.



No. 20—Search Lamp.

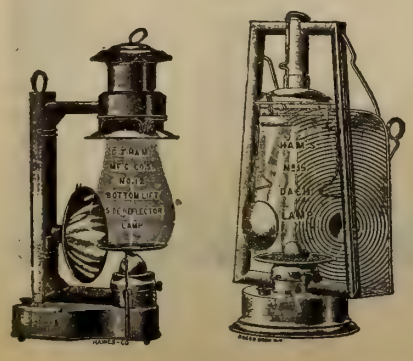
LANTERNS

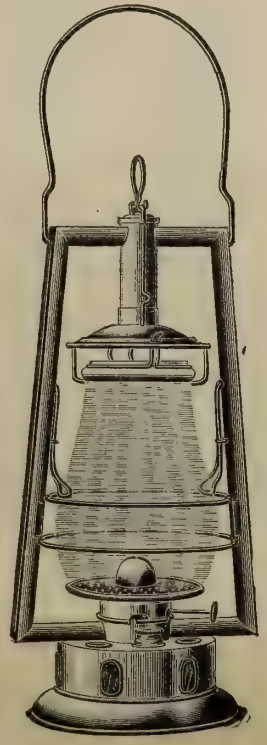
We are the only makers of the original Cold Blast Lanterns. All others are imitations, and everything we make is guaranteed.



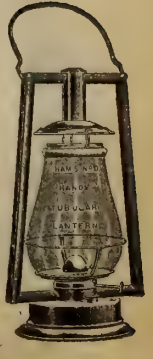
We Sell the Jobbing Trade Only.

Our Prices are all right, and our goods are superior to any made. Write for Catalogue and Quotations.





No. 0—Side Spring With Glass Fount.

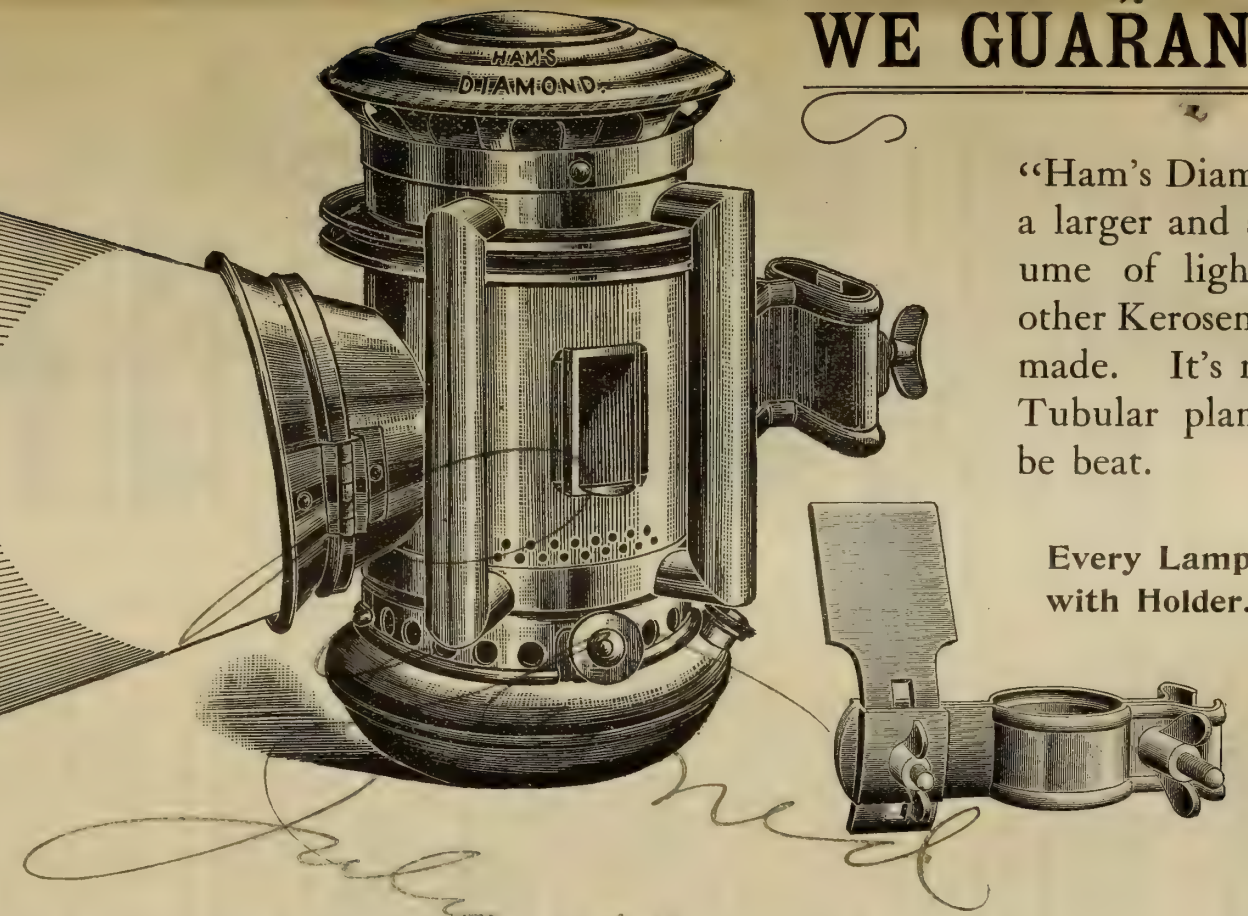


WE GUARANTEE

"Ham's Diamond" to give a larger and stronger volume of light than any other Kerosene Bike Lamp made. It's made on the Tubular plan, and can't be beat.

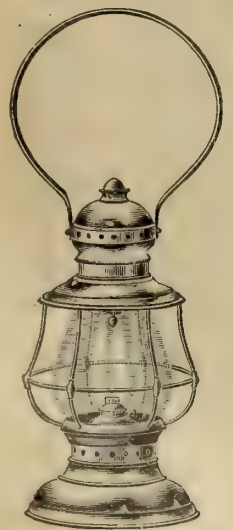
Every Lamp Furnished with Holder. . .

HAMS DIAMOND BICYCLE LAMP.



WRITE FOR PRICES before buying elsewhere

We take great pride in making the finest goods that first-class material and skilled labor can produce.



No. 3½—(Pullman) Conductor Lantern.

C. T. Ham Manufacturing Company

ROCHESTER, N.Y., U.S.A.

Furnished in Brass and Nickel Plate.

number of shipments of galvanized wire have been made from U. S. factory points. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

WIRE NAILS—While business is not as active as it was, a good many nails are still going out. We quote: 10 keg lots, $1.90, Toronto; smaller quantities, 10c. per keg more.

CUT NAILS—A slight improvement is to be noted in the demand. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—The demand is principally for the Acadian nail, which is 20 per cent. cheaper than the ordinary nail.

HORSESHOES—Very little doing. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS—Trade is steady at unchanged prices. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—As will be noticed from the following list, some changes have this week been made in the discounts on carriage, coach, plough, and tire bolts. Discounts are: Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS — There is just a moderate business doing. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

ROPE—The feature of the rope trade is an advance of ½c. per lb. in both sisal and manilla. For both these descriptions of rope there is a good demand. Plough line and cotton rope is also moving freely. We quote as follows: Sisal, 7-16 in. and larger, 7¾c.; ⅜ in., 8¼c.; ¼ and 5-16 in., 8⅝c.; 3-16 in., 9⅛c. Manilla, 7-16 in. and larger, 8½c.; ⅜ in., 9c.; ¼ and 5-16 in., 9½c.; 3-16 in., 9¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Trade has not been quite as good this week as last. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — There is not much doing. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—An improved demand is to be noted for leather belting. Rubber belting is moving slowly. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES—Trade is active both in barn door and "T" and strap hinges. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH—Large quantities have been moving during the week, but there are a number of orders still unfilled. We quote $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—Shipments are going out freely.

SPADES AND SHOVELS, ETC. — The demand has not fallen off to any extent. Draining tools are going out nicely. Discount, 45 and 2½ per cent.

HARVEST TOOLS—Manufacturers are behind with orders, and wholesalers, in consequence, are being put to a great deal of inconvenience.

GARDEN HOSE — The demand is increasing. We quote as follows: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER — There has been a good deal more activity during the past week. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

CEMENT—Business is active. On account of the high price and light stocks of English and Belgian Portlands, Canadian Portland has been in great demand. An advance of 20 to 40c. is noted in Canadian, and 15c. in English Portlands this week. We quote in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

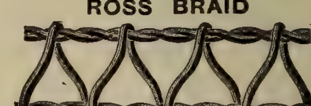
"THE DAISY"

Barrel Churn with Roller Bearing Stand is the favorite, and takes the lead everywhere. **More sold than all** other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED
Headquarters, London, Ont. Eastern Branch, 60 McGill St., Montreal, Que.

FENCING

ROSS BRAID



SAFETY BARB

RIBBON STRIP

We are the only manufacturers in Canada making the above styles of Fencing. We also manufacture **Lock Barbs**, 4 pt., 4 and 6 in.; **Glidden**, 2 pt., 3 and 5 in.; **Texas**, 2 pt., 3 and 5 in. **Staples**, Galvanized and Polished; Galvanized Twisted Strand, 2 and 3 wires.

Wire Nails

SEND YOUR ORDERS TO US WHEN YOU WANT QUICK DELIVERY.

The Western Wire and Nail Co., Limited.
LONDON, ONT.

Ontario Lead and Wire Co., Limited.
TORONTO, ONT.

METALS.

A fairly good trade is being done in pig iron, and in metals generally there is a fairly good trade doing at firm prices. Coke plates and antimony are lower.

Pig Iron—The consumption in Canada continues to increase, but, in spite of this, prices are lower than they were a short time ago. The reason for this is, no doubt, due to the competition of United States iron, which is being imported in large quantities. Large sales of United States iron have been made in Canada during the past week. We quote United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55.

Bar Iron—Quiet and unchanged. We quote base price $1.50 to $1.60 from stock, and $1.40 to $1.45 from factory.

Hoop and Band Iron—There has been a decided improvement in the demand. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

Sheet Steel—Trade has been better in both grades. We quote: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

Black Iron—Has been rather slow. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

Galvanized Iron — Trade continues fairly satisfactory, with the demand at the moment chiefly for United States make. Stocks of English galvanized iron on spot are rather low. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

Milk Can Trimmings—Business is increasing, although it is not as brisk as the trade would like to see it.

Pig Lead — Shipments have not been large this week. Prices are firm. We quote: Imported, 3¾ to 4c.; domestic, 3⅜ to 3½c.

Ingot Tin—Business is much about same as last week, namely, fair. We still quote 16½ to 16¾c. per lb.

Ingot Copper — Trade is quiet. We quote 12½ to 13c.

STANDARD of AMERICA for 30 Years

NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of **POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS.** Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: 'Glass,' St. Helens. Telephone No. 68 St. Helens.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

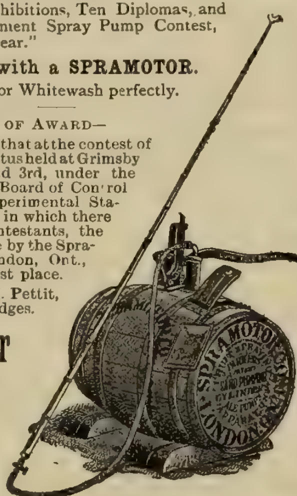
You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

Certificate of Award—

This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.

H. L. Hutt, M. Pettit, Judges.



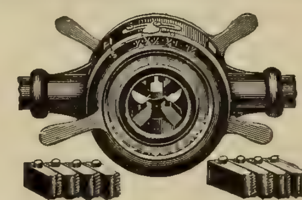
Spramotor CO.

357 . . Richmond St.

London, ONT.

Send for Catalogue and Price List.

THE DUPLEX ADJUSTABLE DIE STOCKS



They thread pipe and bolts better and easier than any others. Send for a circular and particulars.

THE HART MFG. CO.

21 Wood St. Cleveland, O., U.S.A.

For sale by—

Rice Lewis & Son	Toronto, Ont.
A. R. Williams Machinery Co.	Toronto and Montreal.
Thomas Robertson & Co.	Montreal, P.Q.
Jenckes Machine Co.	Sherbrooke, P.Q.
C. Mackenzie, Milne & Co.	Sarnia, Ont.
Wood, Vallance & Co.	Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey	Victoria, B.C.
Hickman-Tye Hardware Co.	Victoria, B.C.
E. G. Prior & Co.	Victoria, B.C.
Oil Well Supply Co.	Petrolia, Ont.
Robb Engineering Co.	Amherst, N.S.
Frothingham & Workman	Montreal, P.Q.

28 YEARS. Established 1870. **28 YEARS.**

SEYBOLD, SON & CO.

478 St. Paul St., 295 Commissioner St., **Montreal.**

SPECIALTIES—Lockwood Bros. Pocket Cutlery, Ashham's Table Knives, Boker's Superior Razors, Kearney & Foot Co's Celebrated Files; also in stock a full line Paints, Oils, Varnishes, Glass, Putty, House Furnishings, Builders' Hardware, Tinners' Tools and Supplies. Write for prices.

R. C. LeVESCONTE

Barrister, Solicitor, Notary, Etc.

The McKinnon Building
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

BUTLER'S

FAMOUS

Sheffield Cutlery

—AND—

Electro-plate

Sole Makers of the

Celebrated "KEEN" Razors, "Cavendish" Brand of Table Knives and Carvers.

HIGHEST AWARDS. SPECIAL MENTION.

GEORGE BUTLER & CO.'S

London Show-room—

62 Holborn Viaduct, E.C.

(Over Snow Hill Station.)

A. H. SYMONDS,
71 Yonge Street, TORONTO

has a full line of samples, and will be glad to receive enquiries from **Importers** in the Dominion.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The . . .

John Morrow Machine Screw Co.

Ingersoll - Ontario.

Sheathing Copper, Etc.—We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

Iron Pipe—The demand has been fair for small quantities, and a number of enquiries are coming in for the larger sizes. We quote as follows: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87; ½ inch, $2.15; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.50; ¾ inch, $4.25; 1 inch, $3.50; 1¼ inch, $8.10; 1½ inch, $10; 2 inch, $14.

Range Boilers—Business is moderate. We quote as follows: Galvanized, 30 gals., $5.50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates Very little doing. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

Tin Plates—Prices are a little firmer, especially on cokes. In charcoal plates the demand has been chiefly for the medium grades. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

Tinned Iron—With the exception of one or two sizes, stocks are fairly complete and business is good. We quote: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

Terne Plates—Trade is fair. We quote: I C, $6 to $6.75; I X, $7.50.

Coil Chain—Is moving more freely. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

Sheet Zinc — Quiet. We quote as follows: 5½c. for cask lots, and 5¾c. for small quantities.

Solder — Much as before. We quote: Standard, 11c.; strictly half and half, 11½ to 12c.

Antimony—Business has been a little better, with prices higher. We quote: Cookson's, 9¼ to 9½c.; other makes, 8¼ to 8½c.

PAINTS AND OILS.

Liquid paints continue to receive the foremost attention of the active hardware trade, and it is no uncommon sight to see bicyclists homeward bound with a gallon can of "floor yellow" strapped to the handle bars. The demand for turpentine and oil has been exceedingly brisk, in anticipation of an advance. Castor oil, white lead, red lead, gum shellac, in fact every article on the market, has been in good demand. Shingle stains are being pushed by one of the leading color and varnish houses, and are meeting with a ready sale, having supplanted the imported stain almost entirely. Varnish gums are steady. Glue is firm and the enquiry for medium qualities is very general. The market is bare of ground litharge and orange mineral. Whiting is in ample supply, and quotations on this item have returned to their normal basis. Red lead is scarce in Toronto. A large quantity is expected by the spring fleet now coming up the river, but prices have strengthened at home markets, and we shall experience a strong feeling here. Hardware and Metal was shown a cable from Germany which advances the price of dry white lead £1 sterling per ton. English quotations do not show this advance which is unprecedented, but the leading corroders in Great Britain are holding for an advance of at least 10s. per ton, consequently the Canadian grinders feel justified in the advance which took place on Wednesday, and is now in force, of 25c. per 100. Lead is much excited in London, and all quotations have been withdrawn, owing to the fact that the working of Spanish mines is likely to be interrupted. There has been an advance of 3c. per gal. in turpentine. This is largely on account of an increase in freight rates. The price has been advanced in Wilmington, the large shipping point in North Carolina, U.S. Linseed oil has risen 3c. per gal., also a result of the increase in freight charges. Paris green has gone up 2c., as was anticipated in these columns. An advance of 40c. per cwt. is noted in pumice stone. All articles are firm at present quotations, and further advances may be expected. We quote as follows:

White Lead—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½; No. 4, $4.25; dry white lead in casks, $5.10.

Red Lead—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

Litharge and Orange Mineral—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

White Zinc—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

Paris White—We quote 90c.

Whiting—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

Gum Shellac—In cases, 22c.

Plaster Paris — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

Pumice Stone—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

Paris Green—Kegs, 16½c.; 50 and 100-lb. drums, 17c.; cases, 1-lb. boxes, 18c.; cases, ½-lb. boxes, 19½c.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Seal Oil—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

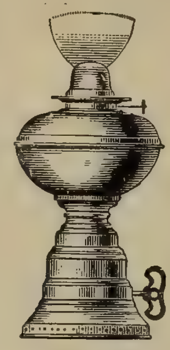
Castor Oil —In cases, 10½c. per lb. and 11½c. for single tins.

Linseed Oil — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 52c.; boiled, 1 to 4 barrels, 55c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

Turpentine—We quote for outside Ontario points, freight allowed, 1 to 4 barrels, 48c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

WANZER LAMP & MFG. CO.

Hamilton, Ont.



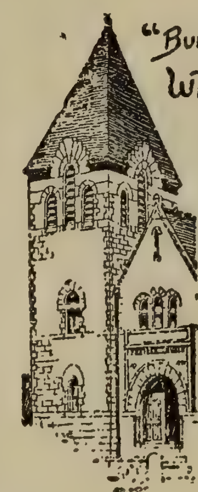
WANZER.

Inverness, P.Q., Feb. 14th, 1898.
Wanzer Lamp & Mfg. Co.,
Hamilton, Ont.

Gentlemen,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.

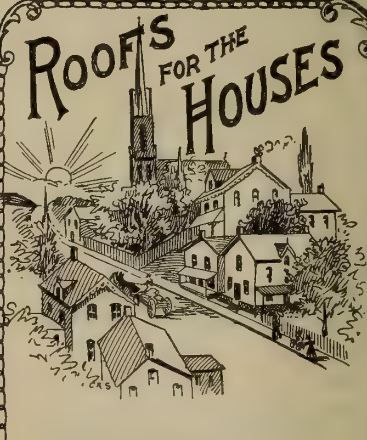
Very truly yours,
John Young.

Write us for illustrated and descriptive pamphlets and testimonials.



"Build to-day then, strong and sure, with a firm and ample base." — Longfellow.

DO YOU? WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors



32 Years ago

we started the manufacture of sheet metal building materials, and this long experience enables us to offer intending builders all that is desirable in Steel Roofing, Steel Sidings, Steel Ceilings, etc.

We give You

the benefit of our long experience—any of our big catalogues—and up-to-date information on these goods on receipt of a post card.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

ABOUT HORSE-SHOE NAILS:

It is a matter of considerable importance to every purchaser or consumer of horse-shoe nails, that the best obtainable shall be procured. It does not make so much difference with other nails, which are driven in wood. But with horse nails, as they are only used to attach a shoe to a horse's foot, which is a sensitive, vital structure, it is most important that the nails used should be perfect in every respect; of the best material and pattern, and free from "splits" or liability to fracture, etc. One imperfect nail, badly driven, may result in permanent disability or lameness to a horse. It is false economy, and poor buying, to take any risk when you can avoid it.

Our **"C"** brand horse nails have been manufactured and sold in Canada since 1865—a period of 33 years. They have been, and are the standard horse nails of Canada for quality and pattern, and without a superior anywhere. We use only the best selected Swedish (Norway) charcoal iron rolled nail rods; the best material known for the purpose. These rods are **hot forged** by machinery, which gives all the advantage of the old-fashioned hand-hammered process, but with greater uniformity. After being "pointed and finished" by patented machinery, used only in our works in Canada, they are all further examined singly by hand, and every nail not up to our high standard for **"C"** brand, is thrown out for scrap or "culls." Every horse-shoe nail we sell under our **"C"** brand is warranted perfect and ready for immediate use. They will be replaced free of charge, if found otherwise, to any purchaser. If the dealer from whom you usually purchase, cannot or will not supply you with our nails, write us direct, and we will give your name to dealers, who will supply the **"C"** brand.

CANADA HORSE NAIL COMPANY,
MONTREAL.

GLASS.

There has been a good trade done this week, though some arrivals of import orders are expected in the next few weeks. Discounts are less than heretofore, and, outside of contracts, freight rates are high. Prices are unchanged. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

An advanced business is being done in all lines. There is a scarcity of scrap lead. Prices are firm and unchanged. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavycopper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2¼c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c. per 100 lbs.

SEEDS.

The trade in timothy and clover seed has dwindled down to jobbing trade and prices are unchanged. Red clover is quoted at $2.75 to $3.25; alsike all the way from $2 to $4.50, on account of difference in quality. Timothy is quoted at $1.50, with extra choice to fancy lots selling as high as $2. Hungarian, millet and ensilage corn are in good demand, but owing to the large number of varieties it is useless to quote prices, which are, however, moderate.

MARKET NOTES.

Antimony is ½c. per lb. dearer.

Charcoal plates are a little dearer.

Turpentine is 3c. per gallon dearer.

Paris green has been advanced 2c. per lb.

Sisal and manilla rope have advanced ½c. per lb.

Goods well bought are half sold. A case of Enameline will prove this to you.

Bertram, Wilson & Co. have this week shipped a couple of carloads of lumbermen's supplies.

H. S. Howland, Sons & Co. have received a shipment of garden, lawn and hedge and border shears.

A shipment of Hardy's draining and garden spades has been received this week by H. S. Howland, Sons & Co.

Although working overtime, Bertram, Wilson & Co. have not yet been able to catch up with their orders for bicycles.

Toronto wholesalers are experiencing such a good demand for butcher knives and sheath knives that they are finding difficulty in filling orders.

The Gurney Foundry Co., Limited, Toronto, have opened up a down-town showroom at 181 Yonge street, where they have on display a full line of their summer stoves—gas, gasoline and coal oil stoves. Their new gas stoves and ranges are attracting much attention.

PERSONAL MENTION.

Mr. Miller, representing Rogers, Brown Co., Buffalo, was in Toronto on business a few days this week.

Mr. Matthews, of Matthews & Willard, stove, urn and ornament manufacturers, Detroit, was in Toronto this week.

Mr. A. Wilson, one of St. Catharines' hardware merchants, was in Toronto on Friday. He reported business good.

Geo. Taylor, who for about a year and a half has been in charge of Gurney Foundry Co.'s office, London, England, has resigned his position and sailed, for home on the 13th inst.

Mr. Frank W. Blaydes, of the firm of Needham, Veall & Tyzack, Limited, late Tayler & Co., cutlery and plate manufacturers, Sheffield, England, is in Montreal this week.

HARDWAREMEN DISSOLVE.

Braithwaite Bros., hardware merchants, Oshawa, Ont., have dissolved. The business will be continued by Mr. F. Y. W. Braithwaite. Mr. A. E. H. Braithwaite is removing to Gananoque, where he will open out a retail hardware store on his own account. Mr. Harry Braithwaite, who has been with Mr. R. J. Bruce, hardwareman, Port Perry, will be one of the clerks in the latter's store. HARDWARE AND METAL wishes the brothers success in their respective enterprises.

FOUR REASONS WHY DEALERS should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline
The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

Fourth: NO OTHER Stove Polish ON EARTH has so large a sale

CHAT WITH MARKDALE MERCHANT.

MR. W. J. MACFARLANE, of Markdale, was in Toronto this week, and HARDWARE AND METAL had the pleasure of a few minutes' chat with him.

Mr. Macfarlane is not only one of Markdale's leading business men, but he is the pioneer business man of the town. When he went there, thirty-five years ago, Markdale had neither railway nor store. In fact, there was only one building there, and that was a log structure. "Now," to use Mr. Macfarlane's own words, "Markdale is one of the best business towns of its size in Canada." Its business structures are of brick, its streets are well paved and lit by electricity.

Mr. Macfarlane, besides conducting a large general store, in which nearly a dozen clerks are employed, is also an extensive grain buyer, and has been ever since he settled there.

"In the early days before we had the railways," he said, "we had to team all our grain to Collingwood, 36 miles away."

The advancing market in grain is quite agreeable to Mr. Macfarlane, who is the happy holder of about 70,000 bushels, principally coarse grains such as peas and oats.

"Our part of the country," he explained, "does not raise much wheat. It is principally coarse grains we now raise. We did at one time grow a great deal of barley and wheat, but the loss of the United States market put a stop to barley producing. We are now, however, going a little more into wheat than we did during the last few years."

"How is your part of the country for live stock?"

"Good. We raise a good many cattle and hogs. O, yes," concluded Mr. Macfarlane, "ours is a good part of the country for nearly everything."

Mr. Macfarlane is gradually turning his business into a cash one, and is much pleased with the results.

DO YOU SELL WALL PAPER?

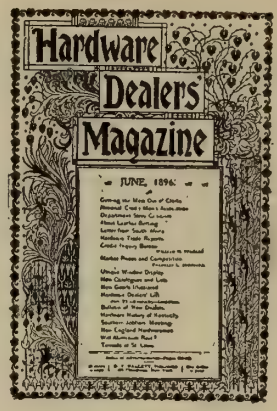
There are a good many general merchants who handle wall paper, and there are a good many who do not who should. M. Staunton & Co., the well-known wall paper manufacturers, of Toronto, are advertising in another column to the effect that every reader of HARDWARE AND METAL who sells wall paper can, on mentioning this journal, receive, free and post paid, an article that he will find useful in the wall paper branch of his business. Send for one.

WELL PLEASED WITH THE TRADE.

Mr. C. S. Bullock, representing J. L. Prescott & Co., manufacturers of "Enameline," New York, was in Toronto this week, leaving on Thursday for home. Mr. Bullock was in the Queen City primarily for the purpose of establishing Mr. C. W. Boon as resident traveler in Ontario. Mr. Boon's headquarters will be in Toronto.

"Our business," remarked Mr. Bullock, "is increasing rapidly in Canada. We are well pleased, indeed, with the trade and with the class of people we are getting in contact with as a result of opening up in this market, and we believe it will be better further on," he concluded, with a laugh.

Portland Cements
Best German, English and Belgian Brands
Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.
Largest Stocks. Lowest Prices.
Send for Quotations.
W. McNally & Co., Montreal



ONE DOLLAR A YEAR
★
Sample Copy Free
★
D. T. Mallett
Publisher
271 Broadway
New York

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF
WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES
COUNTRY SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.

2500 Barrels Portland Cement

LION BRAND

May - June arrival, by direct steamers from Belgium, for sale, low.

Write for Quotations.

J. WATTERSON & CO., MONTREAL

MANITOBA MARKETS.

WINNIPEG, April 25, 1898.

THE Bank of Hamilton is pushing matters with regard to its new block with great vigor. The site is the southeast corner of Main and McDermott street. The Ford Stationery Co. moved out on April 16, and already the work of pulling down the old building is being pushed rapidly. The site is conceded to be one of the very best in the whole city. The present block was erected in 1882, and was considered a marvel. Your correspondent, then a new arrival in Winnipeg, spent many a half-hour, when waiting for the mails, watching the progress of this block; now it is spoken of as quite out of date.

Excavations are under way for the erection of Senator Cox's new building on the corner of Portage avenue and Fort. Geo. D. Wood & Co.'s block is also making progress in keeping with the solid character of the building.

War news has taken the place of the Klondyke for a brief space, but Klondyke parties are still going forward. The Gurney Foundry Co., Limited, on Friday, received an order for $3,000 worth of stoves and tinned plates for the northern gold fields.

In general hardware there is no change. Business is good and no change will be made until navigation opens, when, no doubt, there will be considerable change in many lines.

Dairy supplies continue to sell well, and some of the separator people complain that they cannot get their goods in fast enough to meet the demand. Implement men are doing a good trade, as old settlers are buying new machinery, and new settlers coming in are also buying outfits. Bicycles still continue to boom, the streets being fairly lined with them.

AMONG TORONTO RETAILERS.

Good Times and the Paint Trade.

In conversation with a paint and oil jobber, I gleaned some facts, or rather, one fact, which rather surprised me. He told me that his experience had not always been that the years of "good times" were the best for the paint trade. One year particularly, when very many houses in Toronto were vacant because of "dull times" in the city, the paint trade was exceptionally brisk, as competition among landlords led a great many of them to keep their houses in good repair. Of course, in seasons of "dull times, persons owning property are, as a rule, satisfied with less improvement than when they are reaping a share of the benefits accruing from "good times." These facts being true, the far-seeing hardware or paint dealer will, in the present era of "good times," endeavor to reach those most likely to improve—the men owning the houses they live in. This trade is largely reached indirectly, or through the painter, but the prediction is a safe one that a steady, determined "push" in the sale of mixed paints would result in increased business in this line of goods, with no injury to the painter.

Garden Tools Window.

Now that spring is well advanced, a window dressed in an original manner with a variety of such goods as will be needed in garden or lawn should attract a good deal of custom. The Aikenhead Hardware Co., Adelaide street, Toronto, have a display this week which is worthy of note. Two lawn mowers are placed in the central part of the window, various sizes of barb wire at the back, wire netting at one side, many kinds of garden hose at the other side, a large wheelbarrow is strung up overhead, while watering cans, rakes, shovels, shears, etc., are scattered around promiscuously. All the goods in the window are such as are used for gardening purposes.

THE RAMBLER.

TORONTO CITY HALL ELEVATORS.

At a meeting of the Toronto Board of Control, on Monday, the question of elevators for the Toronto City Hall came up. Ald. Hubbard protested against the specifications prepared by the architect, Mr. Lennox, declaring that provision had been made for five elevators, instead of three, as authorized by the board. All the members of the board, with the exception of the mayor, are in favor of hydraulic elevators. The tender of George Fensom, Toronto, was discussed, the architect stating that it was not up to specifications.

The board directed Mr. Lennox to report in writing, showing in what way it did not comply with the specifications.

DO YOU SELL

WALL PAPER?

IF SO, YOU WANT THIS.

If you sell **Wall Paper,** send us your name and address (mentioning "HARDWARE") on a **post card,** and we will forward **FREE** and postpaid, an **ARTICLE** that every Wall Paper Dealer will find useful.

SEND FOR IT TO-DAY

M. STAUNTON & CO.

WALL PAPER MANUFACTURERS

FOR WALL PAPER DEALERS ONLY.
DON'T FAIL TO MENTION THIS JOURNAL.

TORONTO, ONT.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best., Sold by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it i called an Upsetter; he wants a machine upset tires Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

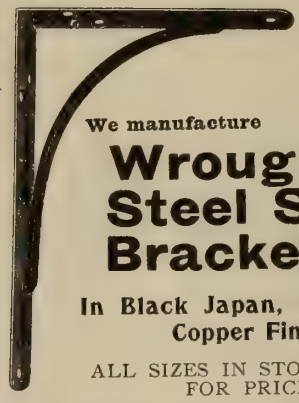
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.

Send post card and get copy of New Catalogue.

Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL

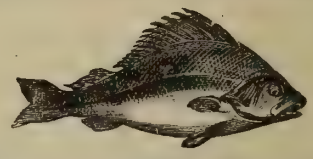


We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S
Poultry Netting
These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by
The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.

For Sale by . . . .
The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.
And by — Hardware Jobbers throughout the Dominion.
James Cooper, Montreal, General Agent for our Railway Fencing.

Fishing Tackle.



ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**
TRADE MARK
The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

Win Trade!

If a Painter's trade is worth having, it is certainly worth keeping—when you show a painter how to save money you can count on keeping his everlasting trade.

Boeckh's Patent Bridled Brush for Painters demonstrates its ability to save money for all painters, and does it without any argument from you.

The bridle is paint, oil and water proof—it keeps a FLAT brush perfectly flat. It gives full flexible power to the bristles of all kinds of brushes. Snaps on and comes off "quick as a wink"—if you want to clean the brush or cut it down. Free book all about it—send for it.

Boeckh Bros. & Company
Mfrs.
Toronto, Ont.

Boeckh's Bridled Brush

A GOOD THING!

SEVERAL GOOD THINGS!

The "PRISM" Ready Mixed Paints
The "ELEPHANT" Liquid Colors
The "STAG" Prepared Paints

The Popular
and Quick Selling...

Triple Strength Concentrated Colors

The "Amberite" Varnishes, in sealed cans.
The "Amberite" Coach Gold Size Japan, in sealed cans. . . . . .

"White Cross" Permanent White, in 25-lb. irons. The popular, durable paint.
Graphite Paints, for Iron, Steel and Wood.

Lead Grinders. Color Makers. Varnish Manufacturers,
Owners of Graphite and Oxide Mines.

LARGE STOCK. QUICK SHIPMENTS.

THE CANADA PAINT CO.

LIMITED

VICTORIA MONTREAL TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. G. MUNRO, general merchant, Stockton, Man., has assigned to F. G. Crawford.

Adolphe Lebeau & Co., builders, Montreal, have assigned.

P. A. Perron, general merchant, Carleton, Que., has assigned.

U. J. Davidson, general merchant, Church Point, N.B., is reported away.

Pitts Bros., general merchants, Three Forks, B.C., are asking extension.

Chas. Hendry, general merchant, etc., Stirton, Ont., has compromised at 60c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Lemieux & Giard, painters, Montreal, have dissolved.

McNeil, Vanblarcom & Co., general merchants, Barton, N.S., have dissolved partnership, J. S. McNeil retiring.

Charles H. Carrier and Robert Carrier have registered a partnership, under the style of the Quebec District Oil Co., Levis, Que.

Edouard F. Landry and Trefle Hamelin have registered a partnership as tinsmiths, under the style of E. F. Landry & Cie, Three Rivers, Que.

Thomas A. and George A. Johnston have registered a partnership as blacksmiths, under the style of T. A. Johnston & Co., Cowansville, Que.

SALES MADE AND PENDING.

Wm. Abray, sawmill owner, Denfield, Ont., is advertising his sawmill for sale.

H. M. Conde, general merchant, Bainsville, Ont., has sold his stock at 61c on the dollar.

The stock of the estate of John Arthurs, general merchant, Magnetawan, Ont., has been sold.

The assets of the estate of Oct. Lapointe, general merchant, St. Rose du Degele, Que., have been sold.

CHANGES.

Mrs. A. Dark, general merchant, Komoka, Ont., is giving up business.

Allan C. Scharff, carriagedealer, Stittsville, Ont., is adding furniture.

D. McAllister, general merchant, Comber, Ont., has gone out of business.

A. Gauthier has started business as general merchant in Martinville, Que.

Alice M. Storey, general merchant, Warren, Ont., has been succeeded by W. F. Watson.

S. J. McClelland, general merchant, Palgrave, Ont., has sold out to John McClelland.

J. F. Costin, general merchant, Cathcart, Ont., has been succeeded by John E. Stephenson.

Alph. Lesprade is commencing business as blacksmith in Kilbain, Que.

A. Perrier is commencing business as a hardware merchant in Montreal.

J. E. Langlois has registered as proprietor of the Sohmer Cycle works, Montreal.

The premises of H. Dufour & Co., general merchants, Murray Bay, Que., have been closed.

Edward P. Remick has registered as proprietor of Remick & Son, general merchants, Barnston, Que.

Thos. Cole, general merchant, Glencoe, Ont., has sold out to W. A. McKim, of Dresden, Ont.

Hormidas Monty has registered as proprietor of the firm, Monty Freres, hardware and grocery dealers, Granby, Que.

Pierre Gelinas and Joseph Jackson have registered as proprietors of Gelinas & Cie., general merchants, St. Alexis des Monts, Que.

W. G. Wyatt, hardware and lumber dealer, Virden, Man., has sold out to J. Hanbury.

Adelard Giard has registered as proprietor of the firm of A. Giard & Cie, painters, Montreal.

Mrs. Emile Briere has registered as proprietress of the firm of Emile Briere & Cie, saddlers, Weedon, Que.

Dame Aurore Fortier has registered as proprietress of the firm of A. Bosoleil & Co., saddlers, West Shefford, Que.

DEATHS.

J. M. Leod, general merchant, Elkhorn, Man., is dead.

Henry Williams, general merchant, Manotick, Ont., is dead.

David Smith, tinsmith, etc., East Florenceville, N.B., is dead.

M. B. Perine, of M. B. Perine & Co., manufacturers twine, Doon, Ont., is dead.

John Thomson, of Thomson Bros. & Co., general merchants, Orangeville, Ont., is dead.

FIRES.

W. L. Fish, blacksmith, Johnville, Que., has been burned out.

The J. F. Pease Furnace Co., Limited, Toronto, have opened a branch office and warehouse at 101 Bank street, Ottawa. J. L. Webster will take charge of the new branch.

Some months ago, the Quebec Provincial Government sold the water-power at Shawenegan Falls, Que., to Montreal and Boston capitalists, who agreed to expend $4,000,000 in establishing manufacturing industries in connection with the power. The company now has a party of engineers laying out sites for some important industries there.

Cornwall Canal and River Reaches

NOTICE TO CONTRACTORS.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Improvements at Upper Entrance of Cornwall Canal and River Reaches" will be received at this Office until 16 o'clock on Saturday, the 30th day of April, 1898, for the works connected with the widening, straightening and deepening of the Upper Entrance of the Cornwall Canal and the River Reaches between Cornwall and Coteau Landing.

Plans and Specifications of the work can be seen on and after the 15th day of April, 1898, at the Office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Engineer's Office at Cornwall. Printed forms of Tender can also be obtained at the places mentioned.

In the case of firms there must be attached to the tender the actual signatures of the full name, the nature of the occupation and residence of each member of the same, and further, an accepted bank cheque for the sum of $17,000 must accompany the tender. This accepted bank cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted bank cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

The Department does not bind itself to accept the lowest or any tender

Contractors are specially notified that the conditions requiring the works to be wholly completed by the 30th day of November, A. D., 1898, will be rigidly enforced and all penalties for delay exacted.

By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 6th April, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (18)

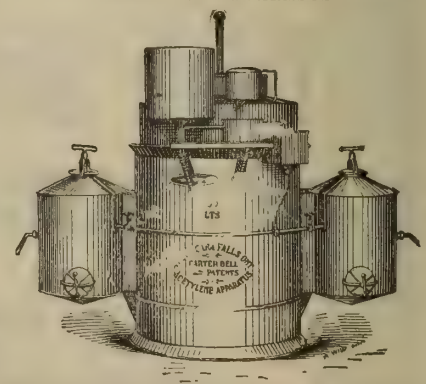
ISLAND CITY
Paint and
Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and
FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

The Niagara Falls Acetylene Gas Apparatus
STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

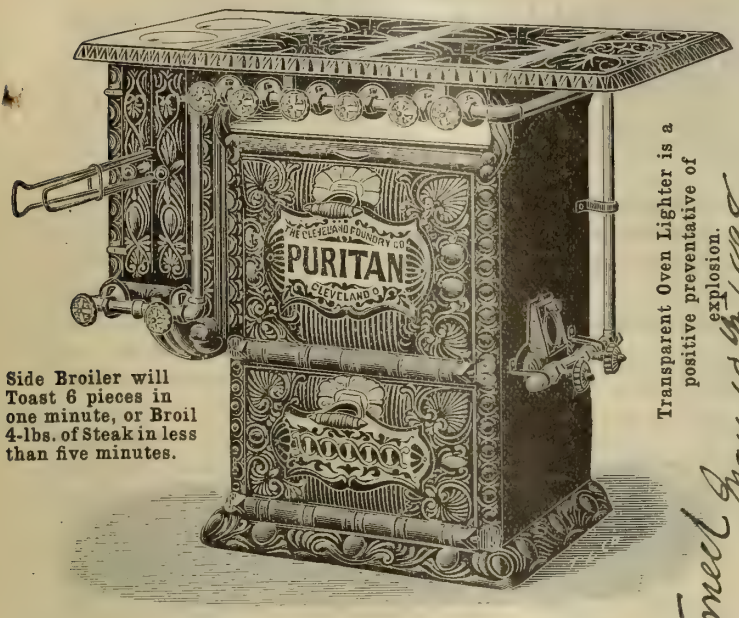
Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO. Limited
Niagara Falls, Ont.

Puritan Gas Ranges



Side Broiler will Toast 6 pieces in one minute, or Broil 4-lbs. of Steak in less than five minutes.

Transparent Oven Lighter is a positive preventative of explosion.

Patented May 10 94 1892.

This Range is up-to-date in every respect. It is artistically designed, with large ovens, needle pointed gas valves and adjustable air chambers. Each valve is fitted with a stop which shows the valve to be open or shut. This stove is a winner.

Agents wanted everywhere. Send for Catalogue.

R. BIGLEY, CANADIAN AGENT. **Toronto.**

Established 1860. **Incorporated 1895.**

THE REASON WHY

"Crescent"

Steel Agate Ware

is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper .. **WIRE**

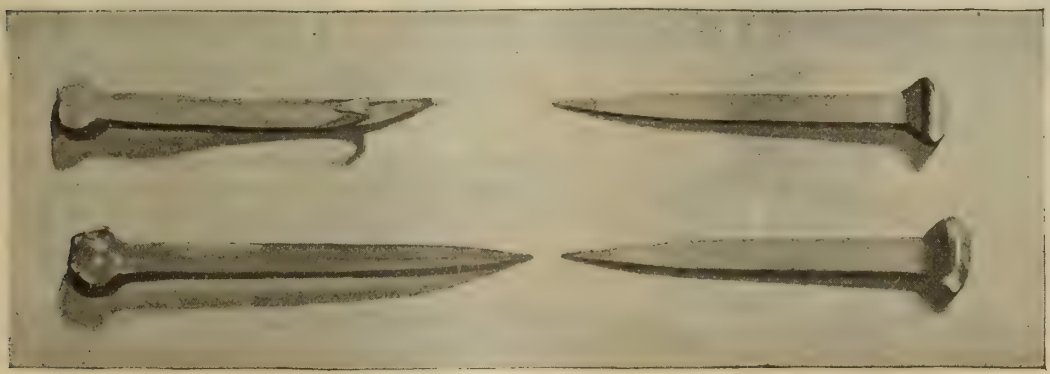
WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Photographed from Horse Nails made in Canada.

"HOT FORGED." **"MONARCH."**



About fifteen per cent. of all hot forged nails are made from short pieces of rod, welded together in blacksmith's fire. This causes split nails as here shown.

We have the only process using a Graduated reduction and continuous rod in the coil. We do not make any split nails.

Nails made by our process are the only perfectly safe Nails to use.

Maritime Nail Co. Limited.

Saint John, N. B.

Sole Manufacturers.

Plumber and Steam-Fitter

PLUMBERS' REGISTRATION BILL.

WHAT is known as the Plumbers' Registration Bill was introduced in the British House of Commons a few weeks ago.

The object of the bill is to establish a system under which plumbers can, if they please, be registered. Such registration entails no privileges, but no plumber not registered can represent himself, in any way, as a registered plumber.

The control of the registration system, and the selection of qualifying examinations, will be in the hands of a general council of forty-six persons, consisting of members representing master and operative plumbers, local authorities, and various sanitary associations. The council will be a body corporate by the name of "The Plumbers' Registration Council," with perpetual succession and a common seal. The members of the council will be appointed every three years.

Before being registered, plumbers must pass a qualifying examination, either set or recognized by the registration council. The council shall provide for the supervision of qualifying examinations, and shall issue the certificates to successful candidates.

The plumbers' register shall be kept by the Plumbers' Company (the Ancient Guild of Plumbers of London) under the control, and in accordance with the direction of the Council. The register shall be open to inspection at all reasonable times. The fees to be charged for the examination and registration of any person shall be fixed by the Council, with the approval of the Local Government Board.

The name of any plumber who is convicted of any felony or misdemeanor, or who shall have been guilty of any professional misconduct or negligence, may be removed from the register, but may be restored at the discretion of the Council.

Any person, whose name is not on the plumbers' register, who represents himself in any way as a registered plumber shall, on conviction, be liable to a penalty not exceeding £20. Any person who wilfully makes, or causes to be made, any false entry in the plumbers' register, or who procures, or attempts to procure, himself to be registered in the plumbers' register by misrepresentation, shall, on conviction, be liable to fine or imprisonment, or both, the imprisonment not to exceed twelve months.

HELPING OUT THE BOSS.

IN MY travels as a salesman for a large supply house, I often come across amusing incidents which could only originate in the mind of a plumber. I recently received an order from a country town with a request to call and look over the job, which proved to be one of overhauling an old house.

When I reached the place and enquired for the plumbers I was informed they were at work in the attic lining a tank. Being acquainted with the plumber I at once went to the attic and found him busy putting finishing touches on the tank. I also noticed hanging about the attic several suits of clothes in a good state of preservation.

Jack, as we will call the plumber, expressed a desire to own a good pair of pants, which he figured out were just his size. Having a good boy, with some experience and a good deal of originality about him, Jack took the boy into his confidence, with the following result: The boy went to the lady of the house and informed her of the presence of the clothing in the attic, also stating that he was a poor boy without father or mother, and so worked on the lady's sympathies that she gave him three pairs of pants.

The plumber then sent the boy to the shop for a fitting, and during his absence the lady asked the plumber if the boy's story was true. The plumber, of course, corroborated the boy's story, and all looked well for Jack and the boy.

The job was soon finished, and a few days after the boss called to look the job over. The poor boy's story so worked on her mind that she asked the boss plumber if he could not do a little better for that poor orphan boy who worked in her house.

"I have no orphan boy working for me," said the plumber.

"You must be mistaken," replied the lady, and related to the plumber the story of the boy and the giving of three pairs of pants.

The boss was quite indignant, and informed the lady that that boy had a father who held a good position and had a comfortable home, and that his mother was still mistress of her household.

"Oh, the rascal!" said the lady. "Wait until I see him again!"

That evening Jack, the boy and the boss, all met at the shop. "See here Tom" said the boss, "what kind of a song and dance did you give Mrs. Brown about you being an orphan, and having no home, and what in thunder did you want with three pair of pants?" and he proceeded to call the boy down in good shape.

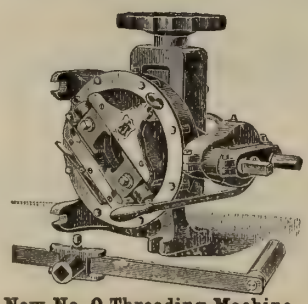
"Hold on," interrupted the boy, "I can explain all this matter. You see, I needed a pair of pants myself, and Jack needed a pair"—"but you asked for three pairs," broke in the boss. "I know it" replied the boy, "and I can account for the other pair. You see, I went up to your house the other day and saw a couple of pairs of pants hanging on the line; one pair was badly patched, the other badly torn, so I thought you might like a pair too; they are tied up in a bundle near the door. You can take them when you go home. I am sure you are welcome." The boss had business and

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.



New No. 0 Threading Machine.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre Street

Bridgeport, Conn.

left suddenly, and the boy whistled "Wait till the clouds roll by,"—W. H. Dugdile, in Plumbers' Trade Journal.

PLUMBING AND HEATING NOTES.

BUILDING permits have been issued in Toronto to P. Clancy for a two-storey and attic brick dwelling, 102 Strachan avenue, to cost $1,800; to W. J. Bradley, for a two-storey and attic stone and brick dwelling, 676 Shaw street, to cost $1,800; to Burke & Horwood, for alterations to the Christian Institute building, 14 Richmond street west, to cost $6,000; to Jas. Kajnock, for a summer cottage on Centre Island, to $800; to W. R. Donald for a two-storey and attic brick addition to 62 and 64 Bloor street west, to cost $4,000.

Building operations in Manitou, Man., are active, a number of both residences and office buildings being erected.

During an enquiry into the cause of fires in London, Eng., it was shown that while during the last year 227 fires resulted from the use of candles, only 224 resulted from the use of lamps.

Last fall a waterworks system was instituted in Perth, Ont. The Perth Expositor last week said: "The plumbers in town are kept busy putting services in houses. A year ago no person would take the water, at least, some of our townspeople said, but the people of Perth know a good thing when they see it."

There is a dearth of dwelling houses in Fort William, Ont.

The Toronto Steel Clad Bath and Metal Co., Limited, are working day and night endeavoring to fill orders for their goods, especially for "Duplex" baths.

Ludger Lapierre and Wilbrod Laberge have registered partnership as plumbers, under the style of Lapierre & Laberge, Montreal.

The Zryd Gas Machine Co. of Hespeler, Limited, Hespeler, Ont., have obtained charter of incorporation.

The Adjustable Shower Bath Equipment and Novelty Co., Limited, of Toronto, have been incorporated.

W. D. Troy, plumber, Yonge street, Toronto, was fined $1 and costs this week, for neglecting to take out his license. Several other plumbers were allowed adjournments in which to get licenses.

A FEMALE PLUMBER.

In England women make horseshoes and work in the rolling mills. In Germany it is no uncommon thing to see a women ploughing, and it is getting so that women (Lord save 'em) can do anything a man does. But it lays with a Brooklyn woman to be the first of her kind in joint wiping, says Plumbers' Trade Journal. Her husband gave up journey work, started a shop, and she minded it for him, as they lived in the back. She became interested in her husband's work whenever he had any wiping to do on the bench. Then she tried it very gingerly, at first getting several burns; but after a while she caught on and can now wipe in a bibb or make up connections nearly as good as her lesser half. It is to be regretted that her modesty is such that under no consideration will she allow her name to be printed, and more's the pity.

LOOSE FLANGE PIPE JOINTS.

Appleby & Co., Board of Trade building, Montreal, have recently been appointed Canadian agents for the Union Tube Co., of Coatbridge, Scotland. This company have patented a loose, removable spigot and faucet flange for malleable iron tubes, for which they claim considerable advantage over the ordinary screwed flange. The ends of the pipes to be connected are each turned over, and the two faces brought together, the joint being made thoroughly tight by the flange, which also strengthens the line of pipes at the very place where leakage and bursting most frequently occur. This patent entirely dispenses with the screw thread, which either weakens the pipe or causes a heavier pipe to be used than is really necessary for the job. The bolt holes are half-and-half through each dovetail, and when screwed up, make a complete flange equal to a solid joint.

PLUMBING AND HEATING CONTRACTS.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, have the contracts for the plumbing and heating of a factory for the Canadian Oil Clothing Co., of Port Hope, on King street west, Toronto; for remodelling the plumbing of the residence of Inspector Stephen, Grange avenue, Toronto, and for the plumbing of a residence for the Daville Tannery Co., Aurora.

Guest & Co., have the contract for the plumbing in a residence on Baldwin street, Toronto.

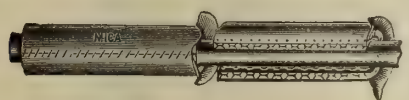
ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO, CANADA.

PATENTS PROMPTLY SECURED

GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts,** Temple Building, Montreal.

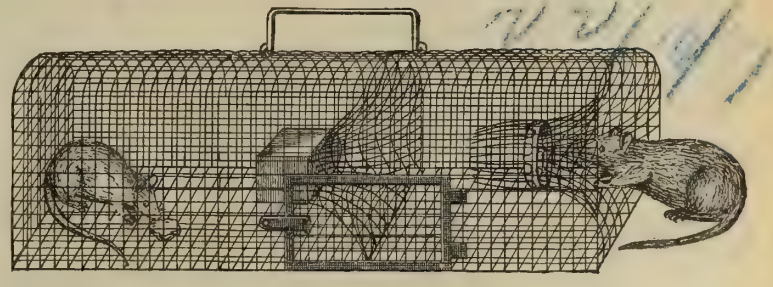
The Smith & Egge Manfg. Co.

Manufacturers of BRIDGEPORT, CONN.

"YANKEE" RAT AND MOUSE TRAPS

The most Ingenious and Effective Traps ever made. Surest, Safest, Cleanest. . . .

These Traps are well and strongly made, and thoroughly galvanized. All Traps carefully packed and shipped in strong crates.



THE D. MOORE CO., Limited, Hamilton, Agents for Canada.

BICYCLE SUNDRIES AND PADLOCKS

"GIANT" METAL SASH CHAIN,
"Red Metal" and Steel
SASH PULLEYS,
Iron and Bronze.

PLUMBERS' CHAINS.
PLUMBERS' TANK PULLS.
PIPE STRAPS, S HOOKS,
AND SPLIT LINKS.

Sole Manufacturers of the

"EUREKA" PATENT SHEAR. A useful and cheap tool for cutting rods and strap metal. SEND FOR ILLUSTRATED CATALOGUE.

Works
Anderson, Ind.

ARCADE TRADE MARK

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES
Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate our seal

WEED'S IMPROVED CUT GUARANTEED SEAL ALL FILES ARE FULLY GUARANTEED SPECIAL TEMPER

but not our increment cut.

WELDING COPPER AND STEEL.

The solidification of copper and steel filings, recently carried to successful completion at McGill College, Montreal, has, according to the Star, a companion inventor in Pennsylvania.

James W. Comley, of Braddock, Pa., has invented a method of welding copper and steel which promises to work as great a revolution in the metal industries, as was made by the Bessemer process. A company has been formed to exploit it and Mr. Long, the Secretary of the Navy, has begun inquiries into it. The invention will prove of great value to the navy. For many years it was not believed that copper could be welded, and at present all the copper bottoms of ships are simply nailed to the vessels. Despite this the water percolates between the riveted portions and corrodes the steel plates underneath. The amalgamation of steel and copper will, it is claimed, obviate this danger, and will do away with the necessity for many highly expensive dry docks. The amalgamated metal will further be utilized for boilers, as it will not corrode, and it is claimed that with the steel reenforcement it will have the same tensile strength as the present boiler, while, at the same time, having an immunity from corrosion. The engineers who have investigated the invention assert that it will mean the prolongation of life to an ordinary boiler of at least ten years.

"I devoted ten years to prosecuting my experiments," says Mr. Comley, "and was finally successful. To-day I can weld the hardest chilled rolled steel with copper and make the metal homogenous."

NEW INDUSTRY ON THE TYNE.

A new industry is about to be introduced on the Tyne, a company having been formed for the manufacture of weldless mild-steel rolled chains, for which new works will be erected. The inventor, Herr Otto Klatte, of Dusseldorf, will be managing-director, and the locality is especially suited for the business on account of the low cost of steel and coal, the ready means of transport, and the shipbuilding customers on the north-east coast. The company now being formed will acquire all the English patents of Herr Klatte already taken out—and others waiting to be taken out—and will have the exclusive right of manufacture and sale in Great Britain. It is proposed to roll the mild steel cables in lengths of 90 feet without any weld—and to join these lengths by special wrought steel connecting links, easily taken apart.

There's no uncertainty about our famous lines in summer stoves.

You'll sell them—fast.

QUICK MEAL

Blue Flame Oil and Gasoline Stoves

can't be equalled in simplicity and reliability. Their name is a guarantee of their worth—their grand reputation having been fairly earned.

We are sole agents for Canada, and have a full line of sizes and styles to meet all demands.

—WRITE AT ONCE FOR CATALOGUE.—

Our '98 Oxford Gas Range

has improved features that give it first place.

Both Ovens 16 x 16 x 11½, Reversible Oven Burners, Quick Opening Valves, Slotted Burners, Flush Top, etc.

Let us send you full particulars. Your customers will appreciate their low price and improved excellence.

The Gurney Foundry Co., Limited, Toronto

The Gurney-Massey Co., Limited, Montreal.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks :

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR [trade mark] OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

April 29, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X.	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base...	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs } " 14x60 " } " 14x65, " }	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

¼ inch	....	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 ; ½ inch, $2.15 : ¾ inch, $2.62½ ; 1 inch $3.60 : 1¼ inch, $4.75 : 1½ inch, $6.20 : 2 inch, $8.30.

Galvanized, ½ inch, $3.50 : ¾ inch, $4.25 : 1 inch, $3 50 ; 1¼ inch, $8.10 : 1½ inch, $10 : 2 inch, $14.

Cast, soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p.c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinued, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4	....	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.
NOTE.—Cut lengths, net price, waste pipe. in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09¼	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	5 75
Elephant and Decorators' Pure	5 50
Brandram's B. B. Genuine	7 50
" " No. 1	6 75
James genuine	6 70
" " No. 1	6 20

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 14¼
250 lb. casks	14½
50 lb. drums	15
1 lb. packages	16
½ lb. "	18
¼ lb. "	20

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 47
Boiled, per gal. net	....	0 50

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 43

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
[illegible]imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb ... 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 09 0 09½
Wilkinson & Co.'s Vices ..lb. 09¾ 0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 4 50 6 50
Post-hole, Vaughan's, each .. 60 90
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross ... 0 65 1 59
Pegging, " ... 0 65 1 25
Brad, " ... 0 85 1 60
" handled, per gross ... 3 60 30
Saddler's, per gross ... 0 45 1 60

Awl Hafts.

Patent Peg, per gross...... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz ... 2 80 3 30

AXES.

Splitting Axes ... 5 25 5 50
Chopping Axes—
Single List, per doz ... 6 00 12 00
Double List, " ... 11 00 18 00

Axle Grease.

Per gross ... 6 00 13 00

Bath Tubs.

Zinc, discount ... 3 90 4 00
Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's ... 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each ... 1 25 3 00

House.

American, per ... 0 35 0 40

Bellows.

Hand, per doz ... 3 35 4 75
Moulders', per doz ... 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz ... 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz ... 0 65 90
Damond, Shell, per doz ... 1 00 1 50
Nail and Spike per gross 2 25 5 2

Blind Rollers.

[illegible], per doz ... 1 25 1 75
[illegible], " ... 1 35 1 85
[illegible], " ... 1 00 0 00

Blind and Bed Staples.

All sizes, per lb ... 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove, dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's ... 6 00 7 75
Barber's Ratchet ... 10 00 11 00
Farmers ... 2 00 2 75
Millar's Falls ... 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs ... 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " ... 7 50 0 00

Butchers' Cleavers.

German, per doz. ... 6 00 11 00
American, per doz ... 12 00 20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair ... 0 40 0 65

Can Openers.

Acme, per gross ... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz. ... 0 60 1 00

Carpet Stretchers.

American, per doz ... 1 00 50
Bullards, per doz ... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " ... 24 00 33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross ... 8 50 9 50

Cement.

Canadian, Portland ... 2 60
English " ... 2 85
Belgium " ... 2 75
Canadian hydraulic ... 1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross ... 0 45 0 75
White lump, per cwt ... 0 60 0 65
Red ... 0 05 0 06
Crayon, per gross ... 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz ... 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.
Steel, net ... 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz ... 3 00 10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain ... 3 25
" embossed ... 3 50

Coffee Mills.

Box ... 3 60 13 00
Side ... 3 60 4 00
Enterprise, No. 0 ... . 1 35
" No. 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis [illegible] per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c. 2 00
Coil, per doz ... 0 88 1 60
English per doz ... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz ... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz ... 85 1 70

FAWCETS.

Cork Lined, per doz ... 0 30 0 35
Wine, per doz ... 1 30 3 25
Star, " ... 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz ... 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each ... 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list,

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, 1 to 25 qt... 1 35 13 50
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz ... 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each.... 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft.
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each ... 0 30
Enamelled each ... 0 55

GRINDSTONE FIXTURES

Per doz ... 3 60 4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz ... 1 10 1 20

Sledge.

Canadian, per lb ... 0 07½ 0 08½

Ball Pean.

English and Can., per lb ... 0 22 0 25

HANDLES.

Axe, per doz., net, ... 1 50 2 00
Store door, per doz ... 1 00 1 50
Chest, per doz. pairs ... 0 40 2 50

Chisel.

Firmer, per gross ... 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz ... 1 00 1 25

Plane.

American, per gross ... 3 15 3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair ... 0 13½ 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.
Heavy, per lb ... 0 03¾ 0 04¾
Screw hook and hinge—
6 to 12 in., per 100 lbs 3 15
14 in. up, per 100 lbs 2 35

Per doz. set.

Screw. Eureka ... 1 13 1 80
Gate, Clark's ... 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.

Per doz. pair

Spring ... 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz ... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz ... 0 50 1 10
Clothes Line, per doz ... 0 27 0 63
Harness, per doz ... 0 72 0 88
Hat and Coat, per gross ... 1 00 3 00
Chandelier, per doz ... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000 ... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz ... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb ... 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross ... 1 60

KNOBS.

Door, japanned and N.P., pe doz. ... 0 65 3 00
Bronze, Berlin, per doz ... 2 75 3 25
Bronze Gem, " ... 6 00 9 00
Sava, " ... 8 75 10 00
Shutter, porcelain, F. & L. screw per gross ... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz ... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz ... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz ... 2 20 5 60
Galvanized, " ... 1 87 3 85
King, wood, " ... 2 75 2 90
" glass, " ... 4 00 4 50
All glass " ... 1 20 1 30

LINES.

[illegible]h, per gross ... 1 05 2 50
Chalk. " ... 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal.................. " 15
Mystic Metal.................... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz....... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d............................. 2 25
6 and 7d............................. 2 15
8 and 9d............................. 2 00
10 and 12d........................... 1 95
16 and 20d........................... 1 90
30, 40, 50 and 60d. (base)........... 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.

Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than ab ve figures.

Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral............... .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz.................. 0 00 19 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6............................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout....... 1 15 2 00

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7¾	8½
⅜ in.	8¼	9
¼ and 5-16 in.	8¾	9½
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent..........

SASH CORD.

Per lb........................ 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan&Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................. 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'............... 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American............... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross........... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks.............................
Copper tacks .... ⅛
Leather carpet tacks 65
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................ 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent. ; galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd	....	....
Plain twist	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. .. 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 1 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster Secretary.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

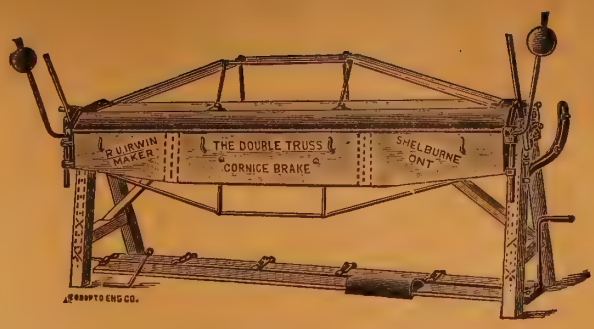
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This Brake binds 22-gauge iron and lighter. . . .

Price, $50.

Very handy Beader Attachment, $10 extra. Address,

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❀ **Meakins & Co.** Montreal

BRUSHES

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT.

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

The Gutta Percha and Rubber Mfg. Co.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

PAINT. PAINT. PAINT.

We can supply you with anything or everything in the way of **Paints, Oils, or Varnishes,** from the dry colors to the finishing coat of varnish. When you require anything in our line, let us know. We can guarantee prompt shipment of all orders.

WRITE FOR PRICES.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, MAY 7, 1898 | No. 19

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar, and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

497 Cases

of "**QUEEN'S HEAD**" Galvanized Iron arrived by the first steamer from Bristol to Montreal, including shipments for all parts of Quebec and Ontario. The old brand maintains its popularity.

JOHN LYSAGHT, Limited,
Bristol and Montreal.

You can buy lower-priced Iron, but you can't buy cheaper.

To Suit The Space.

The Safford Radiators for Hot Water and Steam are made in various shapes, to fit corners, curves, angles and around columns—this latter is shown in the drawing. And they are of varying heights, as needed.

Plain or ornamental, as one's taste dictates—but perfectly finished both inside and out—always.

Please remember one thing—they can't possibly leak. The reason is—no bolts, rods or packing. Screw-nipple connections in every one.

The Toronto Radiator Mfg. Co., Limited
Toronto, Ont.

AGENCIES:
Montreal, Que. Winnipeg, Man.
Quebec, Que. Vancouver, B.C. London, Eng.
St. John, N.B. Auckland, N.Z.

The Safford Radiators.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00

LIBERAL DISCOUNT TO TRADE.

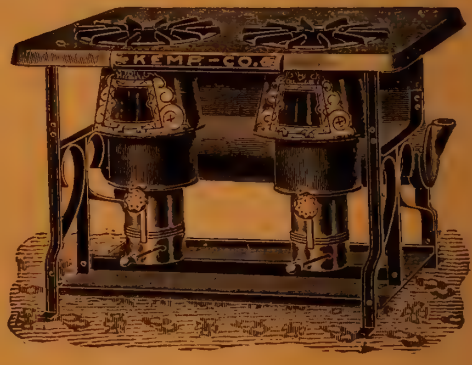
The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

Kemp's...

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

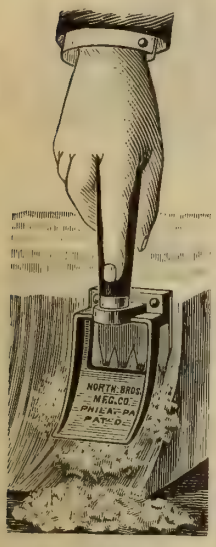
No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.

Toronto, Canada

SUMMER SPECIALTIES



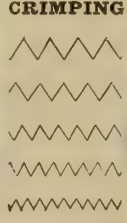
"CROWN"
ICE CHOPPER
To chip ice in small pieces for use in ice cream freezers.

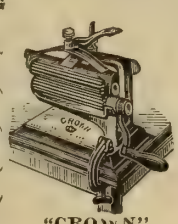
"GEM"
ICE SHAVE
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

ICE CREAM FREEZERS

THAT SELL AND GIVE SATISFACTION.

CRIMPING



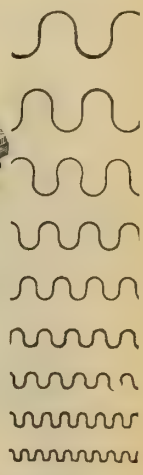


"CROWN"
4½-6-8 in.

"KNOX"
4½-6-8 in.

"AMERICAN"
5-6-7 in.

FLUTING



FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by... NORTH BROS. MFG. CO., PHILADELPHIA, PA.

SEND FOR CATALOGUE.

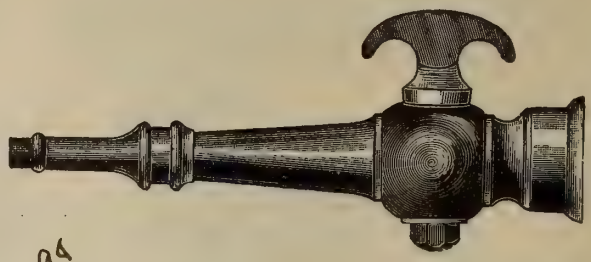
For Roofers

Galvanized Iron, All Gauges.
Sheet Copper, Soft and Cold Rolled.
Terne Plates, I. C. and I. X. 20 x 28.

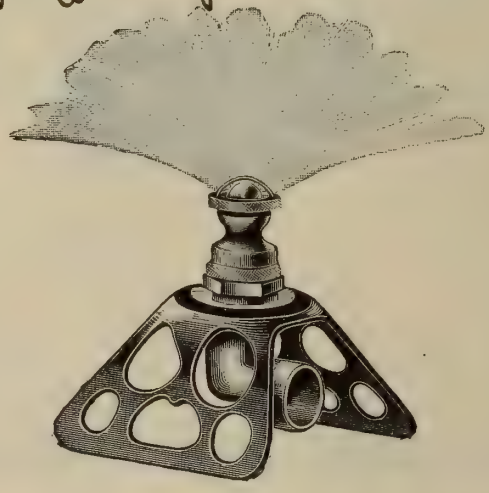
M. & L. Samuel, Benjamin & Co.

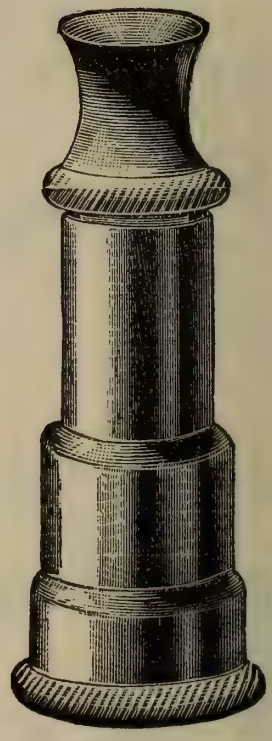
ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

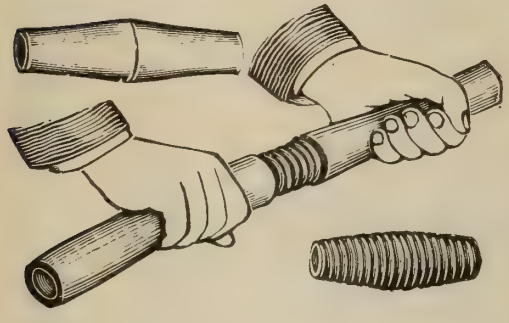
26 to 30 Front St. West TORONTO.

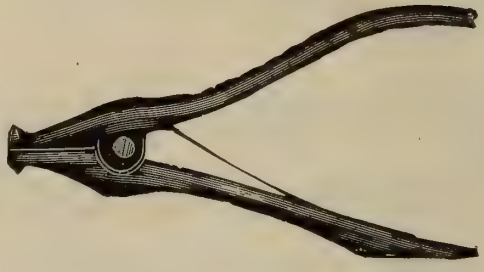


Returned all Gt June 3rd 1899 F. M. A.









FOR PRICES WRITE

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONT.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.

Ivanhoe Bicycles

A Canadian product built of the best material, with best workmanship and latest **practical** design.

If you want a leader for '98, and the **Ivanhoe** is not represented in your district, write for Catalogue and Discounts.

MANUFACTURERS AND MERCHANTS CYCLE CO., Limited

Exporters
Importers

48 King Street West, TORONTO, Ont.

"WE MAKE 50 TONS OF PAPER DAILY."

Not by accident are the E. B. Eddy Co's Wrapping Papers so universally used--there's a strength in the fibre that pulls it towards the dealers who want paper that will stand wear and handling.

Hull Montreal Toronto

"HIGH TIME."

It is "high time" to come to a decision on the Freezer question for 1898. Here's the point—whether you will sell the leading Freezer on the market, or allow some other dealer to reap the profits and secure a reputation by selling

White Mountain Freezers.

They are just as staple as iron or sugar, and a good deal more profitable to sell. Your customers want and will have them.

The question is, will you supply this demand or lose these sales, and very possibly permanent customers, by allowing them to go elsewhere for what they **will buy somewhere?** It is a time-tested proverb that the dealer who sells the best goods secures and holds the best customers. Don't experiment—don't hesitate. Action alone counts.

SEND FOR CATALOGUE

Write our Agents to-day for fresh information regarding our complete line of Freezers.

Sole Agents for the Dominion—

The McClary Manufacturing Co.

London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. Howland, Sons & Co. - Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., **Nashua, N.H. U.S.A.**

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MAY 7, 1898 No. 19

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

TROUBLE OVER CUT NAILS.

THERE has been friction in regard to the sale of cut nails recently, and some of the largest wholesale jobbers in Montreal have threatened to withdraw from the association agreement unless the Cut Nail Association considers their complaints.

Under the existing agreement there are two lists, viz., an A and a B list. The former comprises the wholesale men, or such buyers as take a large quantity of nails during the year. The latter includes such buyers as do not handle such a large quantity, but, at the same time, are held to be entitled to some consideration over the ordinary retail buyer.

The jobbers' complaint is that the B list practically includes everyone that it is worth while selling nails to. They allege that ship "liners" along the wharf, small jobbing carpenters, and other buyers of this description, are being supplied under its provisions, and that this is a serious invasion of territory that legitimately belongs to them.

They have requested that this list be cut down, and Secretary Hardy, of the Cut Nail Association, has been in Montreal this week trying to arrange matters, and it is believed that he will be successful.

So far, the price of nails in Montreal has not been affected, but, should no compromise be arrived at, it is quite possible that there may be some interesting developments later in this respect. So far as can be learned also, the discontent is confined to Montreal, western jobbers not being interested in the dispute.

If you are ashamed of your business, do not advertise it; but if you would not be ashamed of your business, advertise.

THE ADVANCE IN PARIS GREEN.

Disappointment has been felt by some of the dealers throughout the country owing to their orders for Paris green at the old quotations having been refused by the jobbers.

If they refer to our notes on paints and oils of our last issue, they will see that this insecticide has been advanced 2c. per lb. on account of the advance in copper. Stocks are light, and the advance is maintained.

Prices in Canada are now on a parity with the same article in the United States.

CATCHING SMUGGLERS.

FROM a reliable source HARDWARE AND METAL learns that the special officers sent to border towns, a few weeks ago, for the purpose of putting a stop to the smuggling, which has become so common during the last couple of years, are doing good work.

It is a pity the public is allowed to know so little about the seizures which these officers are making. People who make it a practice of crossing to United States border towns and buying their dry goods, groceries, hardware, etc., and bringing the same surreptitiously back to their homes, should be exposed. They rob the Government and they ruin the local merchants by their practices, and their dishonest acts have no more right to be ventilated in secret than have the evil deeds of persons which are ventilated from time to time in the police courts.

The proper place to try people caught smuggling is in the police court and not in a private room, with the Customs official as judge.

It would, of course, be more distasteful to the smuggler, man or woman, to be arraigned in a police court. But the likes or dislikes of these people should not be considered. What the Customs Department should consider is as to which method of punishment would be most conducive to a better observance of the law in future. And there is no question about it, the exposure and fine of the police court would be much more conducive to this end than secret examination by a Customs official.

War causes prices to advance and soldiers to retreat.

THE GOVERNMENT LACKS COURAGE.

WHEN the Dominion Government, in June last, inaugurated and put into operation the principle of preferential treatment of British products, it was the expression, in a practical manner, of its convictions. And the great majority of the Canadian people, let alone the people of Great Britain, are willing to concede praise for what it did then, and particularly for what it has since done along this line.

But the courage of conviction is a quality which Governments, as well as individuals, do not always exercise. To-day they are brave, but to-morrow they are cowards, or nearly akin to it.

The Government is perfectly aware that the present unsatisfactory condition of the insolvency laws in the Dominion is, as it were, a brake upon trade between Great Britain and Canada.

If there was no other proof the representations of the influential body of business men of London, who waited upon the Minister of Finance some months ago, is proof enough of this. But there are other proofs ad infinitum. And yet, notwithstanding this, the Government still occupies a neutral position when it is fully convinced that the need for an insolvency law for the Dominion is not a suppositious but a real and tangible one.

The trade press and the most influential of the daily press in both Canada and Great Britain have urged the Government to at least come out and cast its influence in favor of insolvency legislation, even if it will not go the length of taking it up as a Government measure, which is, of course, the thing it should do.

The only conclusion one can arrive at is that the Government has not the courage of its convictions in this particular, whatever it may have had in regard to the preferential tariff, the Yukon railway and other matters.

It does not seem to matter by what party name they may be known, politicians appear only to have regard for the demands of business men when these demands do not inconvenience them or clash with party exigencies.

The late Government, by its persistent stupidity, alienated the support of the business men of this country and suffered for it. And the present Government does not appear to have yet well digested the lesson taught by its predecessor's defeat.

THE 25 PER CENT. PREFERENTIAL TARIFF.

IT will be remembered that the tariff of 1897 stipulated that on and after July 1, 1898, that the preferential rate should be 25 per cent. less than the regular duty. It will likewise be remembered that the amendments brought down by the Minister of Finance, a few weeks ago, decreed that on and after August 1, when the Imperial treaties with Germany and Belgium expire, the preferential tariff should apply to British goods only.

During the past few days a rumor has been given some currency to the effect that the preferential tariff will be suspended from operation for the month beginning with July 1 and ending with July 31, in order that the score of countries which are now enjoying the 12½ per cent. reduction might not share in the privileges of the 25 per cent. reduction for that month.

HARDWARE AND METAL has investigated the matter, and it learns that while the advisability of doing so was discussed by the Government, yet it was decided that the only honorable thing to do would be to allow the tariff to go into operation as originally intended.

The importations during July should establish a record. But, while the Government will lose much revenue thereby, it has done the proper thing by deciding not to suspend the operation of the preferential tariff for the month in question.

GOOD BUSINESS IN METALS.

It is the unanimous opinion of wholesalemen that the metal trade so far this year exceeds that of any corresponding period of years gone by.

This has been particularly true in regard to galvanized iron, sheet steel, tin plate and tinned iron. And the demand continues good.

The one thing that jobbers complain about is profits, which are smaller than they should be. In fact, HARDWARE AND METAL knows that in certain lines some jobbers are not courting business, because of this very thing.

ANOTHER ADVANCE IN ROPE.

IF the conflict between Spain and the United States proves of any great duration there are strong prospects of abnormally high prices ruling the Canadian cordage market.

An advance of ½c. in manilla and sisal rope was noted last week, and it has this week been supplemented by another rise of ½c. in manilla, and ¼c. in sisal, the former scoring an aggregate gain of 1c. and the latter ¾c. in the fortnight.

Binder twine has also been influenced, the Consumers Co. at Montreal advancing its price ¼c. on Tuesday. The company now ask at the factory on the basis of 7½c. for sisal and 8½c. for manilla rope; and 7¾c. for pure manilla binder twine, 7½c. for mixed, and 7c. for sisal.

Recent advices from New York quote the hemp market dull, but firm, pending further intelligence regarding the operations of the American fleet at Manila.

In London, England, the market has been quiet from the same cause, but, while no easier, the feeling there was not quite so firm, owing to the belief that the United States may soon be in control of the island. Higher freight rates, also, are a consideration if the war is continued.

PRISON-MADE BARB WIRE.

A STATEMENT is made to the effect that some of the barb wire being brought from the United States into Canada is prison-made.

In the Canadian tariff is a paragraph prohibiting the importation of "goods manufactured or produced wholly or in part by prison labor, or which have been made within or in connection with any prison, jail or penitentiary; also goods similar in character to those produced in such institutions, when sold or offered for sale by any person, firm or corporation having a contract for the manufacture of such articles in such institutions, or, by any agent of such person, firm or corporation, or when such goods were originally purchased from or transferred by any such contractor."

If, then, barb wire of prison-make is being brought into Canada it is obviously in contravention of the law, and it is to be hoped the Customs Department will immediately institute an enquiry.

To be consistent, however, the Government should shut down the binder twine factory at Kingston.

TRANSPORTATION TO THE YUKON.

SOME surprise has been expressed at the action of the Canadian Government in sending the enormous quantities of supplies they have purchased for the Yukon contingent, via Seattle in the United States, in place of via the all Canadian route.

All of the winter supplies for 1898-99 are being sent via Seattle, while the contingent are taking with them only sufficient for immediate requirements.

The explanation made by the Militia Department for this discrimination against an all Canadian route is, that but one transportation company would take the contract and guarantee delivery at Fort Selkirk this year. This company was awarded the contract, and, as its steamers sail via Seattle, all the supplies have to be sent there. Later in the season, after this contract had been awarded, the C.P.R., and some other transportation companies offered to accept the contract, but it was too late.

It puts the Canadian Transportation Companies in a strange light, when the transport of Government property for Canadian points has to be handed over to contractors in the United States and sent via United States. This is hard to reconcile with the flaming advertisements that have been appearing in the newspapers for months past, offering to transport persons and supplies via an all Canadian route to any part of the Yukon country.

HOW TO HANDLE CUT AND WIRE NAILS.

A subscriber of HARDWARE AND METAL writes: "Can some of your readers suggest a good way to handle a stock of cut and wire nails where space is limited? We want to arrange them in a way to be convenient for retailing."

Will some of our readers kindly send, addressed to this office, suggestions along the line required?

LEAD PIPE DEARER.

Lead products generally are strong, in sympathy with the raw material.

The price of lead pipe has been advanced about 10 per cent., the discount now being 25 per cent. off the list.

There was some talk of raising the price of shot, but it appears that manufacturers are withheld from doing so for fear that a way might thereby be opened for the importation of this article from Great Britain.

Dealers in Toronto have, this week, made sales of pig lead at higher prices. We hear of one sale at an advance of 40c. per ton. Scrap lead is also higher by ⅛c. per pound.

A VISITOR FROM MANITOULIN ISLAND.

MR. R. W. NEILSON, of Mr. A. Neilson's general store, Manitowaning, Ont., was in Toronto this week on a buying trip. Mr. Neilson came by boat, navigation being open much earlier than usual this season. The boat made two trips in April this year, which is rather an exception to the general rule.

Trade in Manitoulin Island is much better. The farmers, who have gone a good deal into stock raising, got higher prices last fall, and the present outlook is even better. Last year, perhaps a thousand head of cattle went from Manitowaning and two thousand from the rest of the island. Of sheep and lambs, perhaps three times as many were exported. Besides local buyers, there are buyers from Owen Sound, Guelph, Fergus, and other Ontario points, for the stock. The island is well adapted to this industry, as there is plenty of grazing land on which stock can be turned loose in the spring and left there till the fall.

The railway for the island is not yet under way, and the charter of the present company expires in June. The line would run from Little Current on the north shore to join the C.P.R. on the mainland, a few bridges being necessary to join the island with the shore. A local deputation went to Ottawa and the answer of the Government indicated that the next time Parliament voted railway subsidies the Manitoulin line would not be forgotten. There is plenty of power for an electric railway connecting Manitowaning with Little Current if one was thought necessary.

A good many tourists go to the island in summer, and there is excellent trout and bass fishing as well as good boating. Mr. Neilson spoke well of Manitowaning as a prettily situated place on a fine big bay. He is a good type of the energetic healthy young Canadian.

LAKE IRON ORE SALES.

Despatches from Duluth state that it is now estimated at this date, before a pound of ore has been shipped from Lake Superior ports, the sales of ore for this year's delivery exceed 10,000,000 tons, or more than the entire shipments of any year preceding the last. Indeed, says Bradstreets, so tremendous has been the buying movement that the full year's product of many classes of high-grade ore is entirely sold out. For the remainder of the year it will be almost impossible to obtain Bessemer ores from the Marquette or Vermilion ranges, while the mines of the Gogebic, Menominee, and Mesaba have comparatively little to dispose of. Low-grade ores, high in silicon or phosphorus, or both, are still to be had, and it looks as if they would bring better prices before the season is over than was expected. In all, the ore sales of the past five weeks represent a value of about $28,000,000. The Carnegie and Oliver steel companies, which own mines in three of the lake ranges capable of an output of over 3,000,000 tons, are evidently not content with this vast total for their business, and have in the past week bought 300,000 tons of Mesaba ores from the Rockefeller and Franklin companies. The Carnegie Steel Co. has made the discovery since it began the use of its new furnaces that it can greatly increase the proportion of the cheap Mesaba ores in its furnace mixtures. This will enable it to produce iron at a still smaller cost than before. Shipments are in progress to the dock from all the five ranges, and vessels are expected at Escanaba in a day or two to take ore to Chicago. Navigation on Lake Superior will not be open for a week.

REDUCTION IN TIN STOCKS.

The statistics which we publish to-day are worthy of the careful consideration of those interested in the metal, their salient feature being a decrease of the world's spot stock of the metal during the month of April of 3,542 tons; a decrease of the total visible supply during the same period of 1,524 tons, and for the past 12 months of no less than 7,058 tons, or a reduction from 33,692 tons on May 1, 1897, to 26,534 tons on May 1, 1898.—N. Y. Daily Metal Market Report.

A BUSY CONCERN.

Mr. Robert Munro, managing director of the Canada Paint Co., Montreal, spent Wednesday in Toronto. He said that so far this year his company had been hard pressed with orders, and, during April, it was found necessary to double the staff and run the factories day and night. Mr. Munro was jubilant as to business prospects, and remarked that his company had enough business in sight to keep it busy throughout the year.

BRITISH PRICE MOVEMENTS, 1898.

THE course of prices during the first quarter of the year has been by no means devoid of interest, the influences acting on the various markets having been of a very conflicting character, says The London Economist. The apprehensions of war have, in some cases, such as food supplies and war material—tended to strengthen prices, while in most other directions the scares have had a depressing effect. The movements shown, as compared with the beginning of the year, are consequently quite enormous, but almost equally so in both directions. The declines, however, have slightly preponderated in weight, if not in number, so that our index number, which registers approximately the net effect of the various movements, is five points lower than at the end of December. The following is a statement of the total index number, compared with previous dates :

End of	Total index number.	End of	Total index number.
March, 1898	1,885	March, 1897	1,942
December, 1897	1,890	December, 1896	1,946
September, 1897	1,896	December, 1895	1,999
June, 1897	1,885	December, 1894	1,923

A comparison of prices at this period in previous years shows that metals are, as a rule, at a higher level than they have been for some years past, and wheat and other cereals are also considerably above what had become the normal range. On the other hand, there has been a fall in cotton and some other textiles, and in such articles as coffee, tea and tallow :

Prices end of first quarter—	1898. £	s.	d.	1897. £	s.	d.	1896. £	s.	d.	1895. £	s.	d.
Scotch pig iron	2	46	3/4	2	45	2	2	46	9 1/2	2	41	8
Steel rails	5	90	0	5	90	0	4	95	0	3	72	6
Coals, Best Wallsend	1	14	6	1	14	6	1	13	6	1	14	6
Copper, G.M.B	50	7/8	0	49	3/8	0	44	13-16		39	3-16	
Tin, Straits	65	3/4	0	59	7-16		60	3/4	0	63	1/8	0
Lead, English	12	1/8	0	11	1/8	0	11	5/8	0	10	1/8	0
Wheat .... Gazette		35	4		27	1		25	1		20	0
Barley .... average		28	6		22	8		21	1		20	10
Oats		17	8		16	2		13	9		13	10
Beef, inferior		2	4		2	6		2	4		2	8
Beef, prime		4	0		4	0		4	4		4	6
Mutton, prime		5	10		6	2		5	8		6	6
Sugar, West India		9	3		10	3		11	3		9	3
Coffee		100	0		103	0		97	0		103	0
Tea, common		3 1/2	0		4	0		3 3/4	0		4 1/4	0
Rice		6	10 1/2		6	7		5	7 1/2		5	1
Cotton, middling		0	3 7-16	0	3 31-32		0	4 3/8		0	3 11-32	
Cotton, 40-mule twist		0	6 11-16	0	7		0	7 1/2		0	6 3/4	
Wool, N.S.W., unwashed		0	8 1/2	0	6 3/4		0	9	6	0	6 7/8	
Tallow		21	6	20	9	6	21	6		23	9	
Saltpetre		20	0	21	9		21	9		23	0	
Hemp, Manilla		18 7/8	0	16	0	0	17 3/8	0	0	17 3/4	0	0
Silk, Cossimbuzar		10	9		9	4 1/2		9	10 1/2		9	3
Jute	11	0	0	14	0	0	12	0	0	12	0	0
Flax	24	0	0	26 1/2	0	0	27	0	0	27 1/4	0	0
Petroleum		0	4 3/8		0	4 3/4		0	5 3/8		0	5 3/8

Coming to the recent movements and dealing first with metals, the resumption of work by the engineers and the statistical position generally made the situation at the beginning of the quarter favorable for an advance of prices in iron and its products. A good deal of unsettlement has appeared in recent weeks, due to the successive war scares that have been prevalent. This has given pause to the movement that was in progress, and, except for small advances in pig iron and in some descriptions of steel used for shipbuilding, there is not much change in iron and steel products on balance. The trade is still very active, however, and prices are very firm at their present level. As regards other descriptions, the stocks of copper have continued to decline, and, in view of a possible stoppage of supplies from the principal sources of production, Spain and the United States, prices at the close of the quarter are not only about the best, but seem likely to go still higher. A substantial advance is also recorded in lead and tin. The tin plate trade makes a somewhat more cheerful report, since, in spite of the falling off in the trade with the United States, the export returns are improving, and a report on the condition of the industry states that "works are fairly occupied but not driven, masters are making a profit, not large, but pleasant, and the market is steady." The steam coal trade has been upset by the termination of the sliding scale agreement in South Wales. The stoppage of work there has driven trade to other ports, with the result that Northumberland steam coal is quoted higher than at any time during the quarter. The demand for house and other descriptions of coal is well maintained, and in Scotland business is quite active.

Receipts of American cotton have been upon an enormous scale, and it is now practically certain that the season's crop will considerably exceed in weight any previous record. It is estimated, too, that the supply remaining over when the consumptive requirements have been met will be much larger than in the two previous years, but, in spite of these considerations, prices have kept fairly steady for the raw material, though cotton manufactures have undergone considerable fluctuations, and have fallen recently in consequence of the plague in India. Colonial wool has hardened in price, the Australian supplies having been restricted in consequence of the widespread drouths that have occurred in the last two seasons. Jute has come to hand in greater bulk than was anticipated, and, though the quality has been indifferent, it has been obtainable at prices which left a fair margin of profit, so that the Dundee merchants and jute companies have secured better returns than for some years past. Silk and hemp have each advanced in price during the quarter, while flax has fallen off.

As regards foodstuffs, the higher price of wheat has been maintained, and even enhanced, but this, while it has had a very beneficial effect on the fortunes of our agriculturists, is hardly viewed with the same degree of satisfaction by the larger class to whom the difference of a penny in the price of the four-pound loaf is a matter of considerable importance. The farmer has also derived advantage from the fact that butchers' meat remains at a fairly high level. Rice has risen substantially, owing to the restriction of shipments from India during the late famine, but the market will probably become easier when the new crop is available.

Sugar has been weak in tendency for the most part, but shows some recovery toward the close on the prospect of a lock-up of stocks in Cuba should war break out. The tea markets have also been affected by the great increase in production, which would probably have resulted in a marked fall of prices but for the large offtake of Indian and Ceylon teas for reexport, a branch of trade which shows a rapid and important expansion. Coffee has undergone rather peculiar fluctuations, as, while the finer qualities of East Indian and Ceylon produce have realized higher rates, there has been a further fall in Jamaica, Central American and Brazilian descriptions.

BUSINESS AT THE EDDY WORKS.

"How is business?" In reply to this enquiry made when our representative called on the Eddy Co. at Hull early in the week, the answer was "We are busy."

"But are you not busier than usual, for we hear you are refusing orders?"

"Yes, we are busier than usual, but we have been careful not to engage ourselves ahead so far as to be likely to have to refuse or decline orders from regular customers, though we are declining all orders from irregular or casual customers in pulp, paper and paper products, but you can just say that all regular, steady buyers and users of our paper, can rest satisfied that we will arrange to keep them all in full supply on fair notice being given us of what their wants are likely to be."

Vessels with western grain have begun arriving in Parry Sound, and are being unloaded at the new million-bushel elevator there, which is working well.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

TRADE CHAT.

THE first shipment of solid steel forged car wheels has been made from the Facer Car Wheel Co., Perth, Ont., to the Pennsylvania R.R. Co., Philadelphia. Three sets of wheels have been sent, one to each of three railways, where they will be given a thorough test.

Lumber cutting operations on the Ottawa river have commenced.

George Cavelle has commenced business as foundryman in Listowel, Ont.

It is rumored here that Mr. Geo. H. Bertram, M.P., of Toronto, is negotiating to take over the Kingston locomotive works.

W. T. Knowles, formerly of the Brantford Bicycle Co., has obtained a controlling interest in the Kensington Bicycle Co. in Buffalo.

As soon as the Crow's Nest Pass Railway is completed, the Crow's Nest Coal Co. will commence placing its coal and coke on the market.

The Hamilton Bridge and Tool Works are requiring more ground, and some houses in their vicinity are being torn down to give them room.

Avery Bros., carriagemakers, etc., Caledonia, Ont., have opened a showroom for agricultural implements, which they intend to carry in stock.

The Canada Tool Works, Dundas, Ont., will ship the last piece of the 31-ton anvil block, weighing 15 tons, this week to the Montreal Rolling Mills.

The Chatham Oil Co. are pumping about ten barrels a day from their new well in Zone, and confidently expect the yield to increase in a short time.

The iron mines at Belle Isle, Nfld., are to be operated this season, and are expected to give employment to over two hundred men. The supply of ore is said to be enormous.

The Gillies Manufacturing Co., manufacturers of carriage hardware, etc., Gananoque, Ont., have been offered inducements to go to Montreal, and are considering the proposal.

A discovery of oil in Newfoundland is reported, and Wallace Bell, a Quebec pioneer, after fitting out with drilling machinery, etc., in Petrolea, Ont., has left for a four months' prospecting tour on that island.

William Clark, Galt, Ont. has patented a saw-setting machine which is so constructed that it will automatically and regularly feed the saw to the setting dies, which are so arranged as to set the teeth at any desired angle to the blade.

The Hess Metallic Furniture Co. have begun the erection of a large factory at Niagara Falls, Ont. This company will probably be the first to use electric power developed on the Canadian side of the falls for manufacturing purposes.

A tramway is to be constructed from some point on the Kingston and Pembroke railway to the iron belt in Darling township, Lanark county, Ont., where the Hamilton Smelting Works are taking out from 40,000 to 50,000 tons of iron ore a year.

All the Bessemer pig iron producers, of the central western United States, about eighteen in number, have agreed to bank their furnaces thirty days during the three months of May, June and July, each interest giving a guarantee of $25,000 to do so.

The Verity Company, in Brantford, will put in a very expensive system of fire protection. The firm will probably introduce the sprinkler system, which is an ingenious arrangement of pipes with malleable plugs, the latter succumbing to a high degree of heat and inundating the surrounding premises.

Bulletin No. 55, of the Inland Revenue Department, Ottawa, gives some good information regarding fertilzers. Some 122 samples of fertilizers prepared by various firms throughout Canada and the United States were tested, the value of the samples per ton ranging from $14.18 to $35.38. The cheapest fertilizers are produced from muriate of potash and sulphate of ammonia, added to Canadian apatite made soluble by sulphuric acid. The best qualities were made from ground bone.

E. F. Hutchings, wholesale harness-dealer and manufacturer, Winnipeg, intends erecting, this season, a new warehouse, 137 x 50 feet, five storeys and a basement, to cost in the neighborhood of $40,000. The whole building will be used by Mr. Hutchings' business.

On September 1, 1891, only three German cities had electric railways. At the same date a year ago 56 cities had them, and in 34 other cities they were being constructed.

Where do YOU Stand?

The man who tells you that it was easier to make money in the old days, doesn't know what he's talking about.

You can make more money right now—to-day, if you go about it right, than your father ever did. You can make more in one year than he did in five.

What's wrong with men who talk that way, is, that they're behind the times. They have fallen away back in the procession—entirely out of hearing of the band. Those in the front are going forward with quicker, and quicker steps, leaving but little for the weak halting stragglers behind.

Where are you in the paint procession? Back in the rear with the cheap stuff?

You'll stay there, just as long as it stays with you.

If you want to be in the front—if you want to gain profit and honor get in line with

THE SHERWIN-WILLIAMS PAINTS

They lead the procession. They **ought** to lead it. They will always lead it. Remember that.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

NOVA SCOTIA IRON FOR EUROPE.

In view of the success Alabama pig iron producers have met with in Europe, makers in Nova Scotia are now said to be investigating the possibilities of the export trade. Moreover, a comprehensive iron enterprise is said to be in contemplation in Nova Scotia. The resources of iron ores in sight are estimated to be 40,000,000 tons. The ore is obtainable without deep mining, and can be loaded into trolleys for the water front at a minimum of cost and labor. A line of steamships for the sea carriage, both of crude and manufactured material, is a feature of the new undertaking.

WHAT CAREER?

THERE is no doubt that every person has a special adaptation for his own peculiar part in life. A very few—the geniuses, we call them—have this marked in an unusual degree, and very early in life.

Madame de Stael was engrossed in political philosophy at an age when other girls are dressing dolls. Mozart, when but four years old, played the clavichord, and composed minuets and other pieces still extant. The little Chalmers would preach often from a stool in a nursery, with solemn air and earnest gestures. Goethe wrote tragedies at 12, and Grotius published an able philosophical work before he was 15. Pope "lisped in numbers." Chatterton wrote good poems at 11, and Cowley published a volume of poetry in his 16th year. Thomas Lawrence and Benjamin West drew likenesses almost as soon as they could walk. Liszt played in public at 12. Canova made models in clay while a mere child. Bacon exposed the defects of Aristotle's philosophy when but 16. Napoleon was at the head of armies when throwing snowballs at Brienne. Keene played Shylock the first night almost as well as he ever did.

All these showed their bent while young, and followed it in active life. But precocity is not common, and, except in rare cases, we must discover the bias in our natures and not wait for the proclivity to make itself manifest. When found, it is worth more to us than a vein of gold.

"It is a vain thought," said George Eliot, "to flee from the work that God appoints us, for the sake of finding a greater blessing to our own souls, as if we could choose for ourselves where we shall find the fulness of the Divine Presence, instead of seeking it where alone it can be found—in loving obedience."

"I do not forbid you to preach," said a bishop to a young clergyman, "but nature does."

"The age has no aversion to preaching as such," said Phillips Brooks, "it may not listen to your preaching." But though it may not listen to your preaching, it will wear your boots, or buy your flour, or see stars through your telescope. It has a use for every person, and it is his business to find out what that use is.

You have not found your place until all your faculties are roused, and your whole nature consents and approves of the work you are doing; not until you are so enthusiastic in it that you take it to bed with you. You may be forced to drudge at uncongenial toil for a time, but emancipate yourself as soon as possible. Carey, the "Consecrated Cobbler," before he went as a missionary said: "My business is to preach the gospel. I cobble shoes to pay expenses."

If your vocation be a humble one, elevate it with more manhood than others put into it. Put into it brains and heart and energy and economy. Broaden it by originality of methods. Extend it by enterprise and industry. Study it as you would a profession. Learn everything that is to be known about it. Concentrate your faculties upon it, for the greatest achievements are reserved for the man of single aim, in whom no rival powers divide the empire of the soul. Better adorn your own than seek another's place. Go to the bottom of your business if you would climb to the top. Nothing is small which concerns your business. Master every detail. This was the secret of A. T. Stewart's and John Jacob Astor's great success. They knew everything about their business.—"Pushing to the Front."

A Clerk's Association is being formed in Berlin with the object of having the working hours during the summer season shortened.

"The profit is worth having."

oodrich-Resflex tires make large profits for the retailer.
You aren't placed in an embarrassing relation to your customer.
You're never forced to do free repairs for him.
What repairs you do, you can charge for.
Goodrich-Resflex tires give dealers local tire-reputations.

TRADE MARK

The Goodrich-Resflex is the best of the Goodrich-made Tires.

Write us. When you get a tire-reputation, you get more repair business of one sort and another, outside of tires, than you would without the reputation.

American Tire Company, Limited
164a King Street West, Toronto.

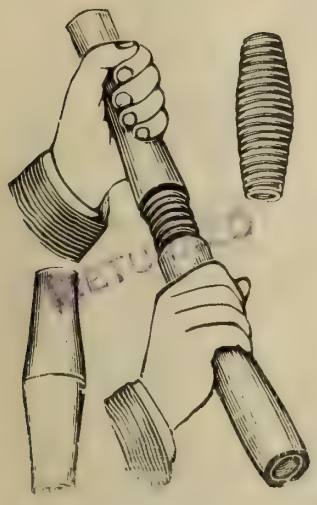
W. GILBERTSON & CO.
Limited.
Ponterdawe Steel, Galvanizing and Tinplate Works
Ponterdawe, near Swansea South Wales.
Makers of . . .
PATENT FLATTENED GALVANIZED SHEETS.
"COMET" brand
of best soft Siemen's quality, true to gauge, perfectly flat, smooth, and well galvanized.
—ALSO—
Tinplates and Terneplates.
ALEXANDER GIBB
Agent . . . 22 St. John St., Montreal.

H. S. HOWLAND, SONS & CO.

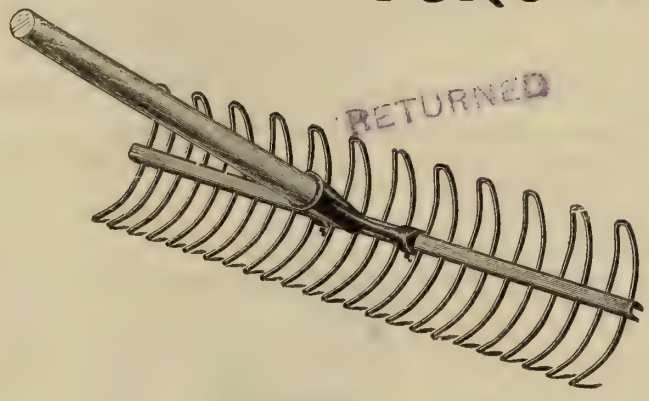
HARDWARE MERCHANTS

37 Front Street West

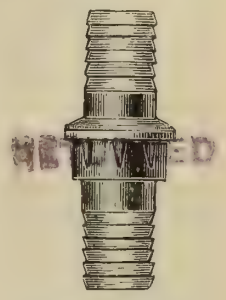
TORONTO



Hose Menders



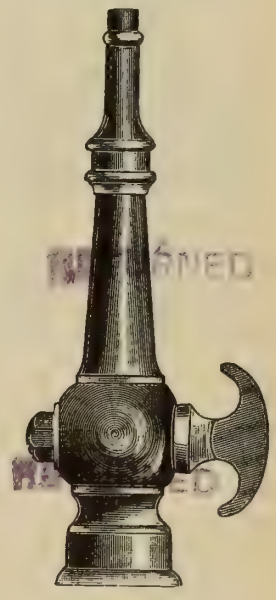
Lawn Rakes



Hose Couplings

Hose Ties

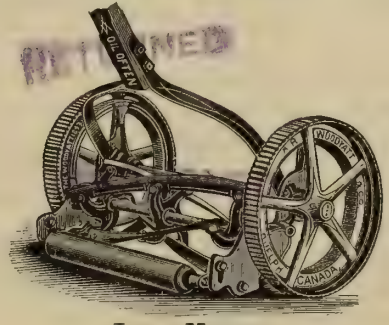
Garden Spray Pump



Magic Nozzles

Hose Plyers

Low Wheels



High Wheels

Lawn Mowers

Gem Nozzles

H. S. Howland, Sons & Co., Toronto

GRAHAM Wire and Cut Nails are the Best.

Our prices are right. **Orders filled Promptly.**

THE SALE OF BICYCLES.

WHEN spring has fairly commenced, cycling will undoubtedly receive a great deal of attention from men and women who make a practice of riding; while there will be a large number of new aspirants to this form of pleasant amusement added to the list, says Stoves and Hardware Reporter. They will naturally feel a deep interest in the wheels they intend to ride and their accessories. There may be some hardware merchants who ride the wheel and find it as amusing and diverting as anyone else. However, whether a merchant rides or not, it would pay him well to give the different phases of the bicycle business sufficient attention to extend the sale of wheels. While giving this advice, we intend that it should be taken seriously by every dealer who does not sell bicycles, and who may be put in mind of it by these suggestions. Not only should he sell the wheels, but certain of the essential sundries as well, which come within the lines of a complete hardware stock.

You may say that it is taking some risk to make a radical departure from usual methods and add such an entirely different line of goods which are, after all, but luxuries which it may be difficult to persuade people to buy. The dealer in the small town is more than likely to reflect in this manner, knowing as he does the conservative temperaments of country people in regard to the expenditure of money. Upon consideration it may be found that these self-same country people have never had the great utility and diversion of the bicycle brought to their minds very vividly, for no other dealer in town carries them. If they could once be made to realize by means of cleverly worded advertisements, or talks in the store, that bicycles require comparatively little care, and no expense after they are once paid for, as the money spent in repairing is nothing in comparison with the money expended on the feed of a riding horse, they would soon respond to the general appeal. It is said that a great many dry goods merchants do no consider it out of their general line to sell bicycles and accessories, and if it is not a radical departure on their part to keep such goods, the hardware dealer may feel perfectly secure in investing in a moderate supply of them.

In keeping bicycles in stock it would be well to have one booth entirely devoted to their sale, where they could be displayed to the best advantage and where those who have wheels may come and purchase their sundries. It may be necessary to disturb, or change about to some other location, some of the hardware stock in order to effect this alteration, though, in the average sized store, it should not be found difficult to arrange this matter satisfactorily. One of the principal reasons for following out this idea of selling wheels is to keep trade at home and at the same time draw custom to the store and make sales more profitable. This would be brought about more speedily and effectually by giving some attention to window displays as well as the advertising There are people whose attention might be attracted by goods in the window who would not see the advertisement in the paper, and vice versa. It is always a good policy to have more than one string to the bow. A dealer who secures his stock and feels a deep interest in making it remunerative, can also evolve other ideas by which it may be made successful.

WORLD'S PRODUCTION OF LINSEED.

"A year ago," says Dornbusch, "we called attention to the shrinkage in the cultivation in India, and now the returns to hand for 1896-97 show it to be the smallest for the whole series, but considerable allowance must be made in the latest outturn, owing to the famine that prevailed. No statistics as to the crop of 1897-98 have yet been received, but a recent forecast to hand for all India says 'the area under linseed is everywhere smaller than the average, but the prospects were, on the whole, fair, though in Berar the crop is already known to be very poor.' Russia is represented to be worse in its yield than either of the two previous years, although much better than in 1894, 1893 or 1892. Any data as to the Argentine yield is not available, but one can guage fairly well from the exports as to what that country produces, which, last year, as is well known, was worse than either 1896 or 1895. North America was likewise smaller in its yield, and, for the latter part of last year, ceased shipping to Europe. Looking to the exports, each country sent off less than the previous season, the combined total showing a deficit of about 180,000 tons. On the other hand, the United Kingdom received from Russia the largest quantity on record, but, with other supplies much restricted, the aggregate imports for the year were nearly 650,000 quarters below 1896, and the smallest since 1893. The average for the six years comes out at 1,180,801 tons in the world's crop yield, and 1,927,752 quarters in the United Kingdom's imports."

The production of leading countries for a series of years follows:

	British India. Tons.	North America. Tons.	Russia. Tons.	Summary Tons.
1897	217,506	273,000	516,100	1,006,606
1896	358,000	402,000	698,300	1,158,300
1895	326,000	355,000	566,500	1,247,500
1894	625,000	177,000	413,500	1,215,500
1893	584,000	236,500	363,400	1,183,900
1892	487,000	260,000	234,000	983,000

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

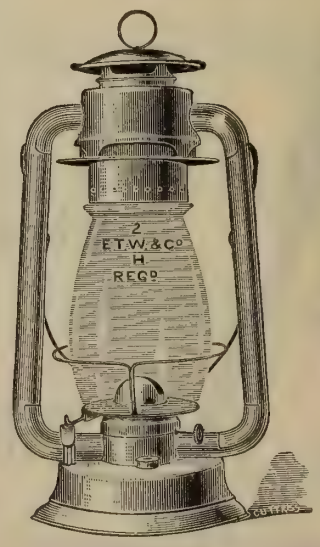
Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

TAKE YOUR PICK
You are the buyer. If you are not already a customer, we ask you to give us an opportunity to compete for your trade in . . . .
Wooden Handles ..and.. Turned Goods

including AXE, FORK, RAKE, SHOVEL, HOE, HAMMER, etc., etc.
Our handles are thoroughly seasoned, finished perfectly, and second to none.
Write for Price Lists and Discounts.
Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.
W. C. CRAWFORD
Tilbury, Ont.

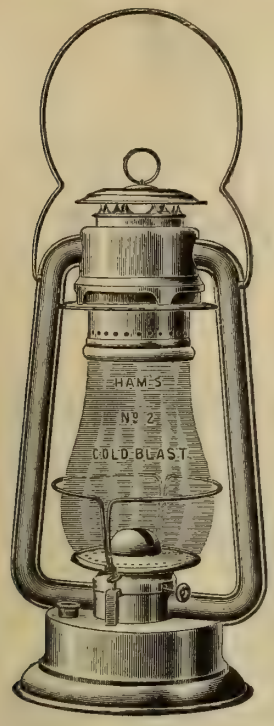
E. T. WRIGHT & CO.



Manufacturers of . .
Tubular and Cold Blast Lanterns
Bird Cages
Mouse Traps
Flour Sifters
Stamped Re-tinned and Japanned ...TINWARE
HAMILTON - CANADA.

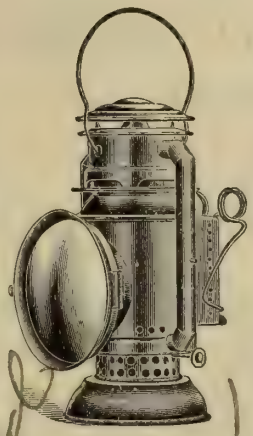
HAM'S
No. 18 Driving Lamp

"THE DOCTOR'S FRIEND"

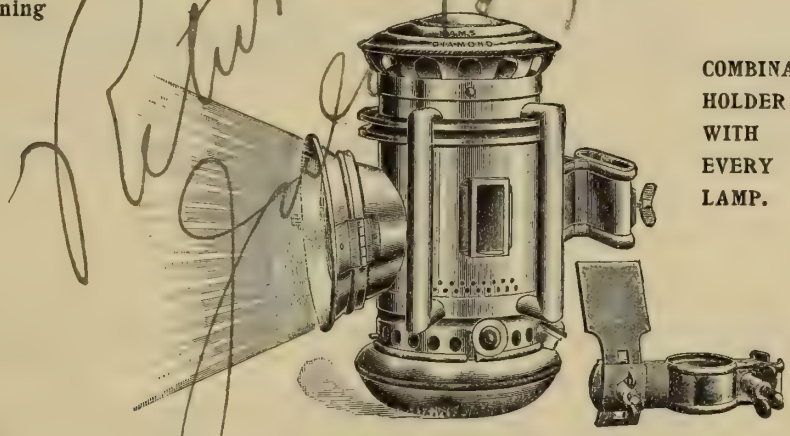


This is the ONLY original COLD BLAST lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities.

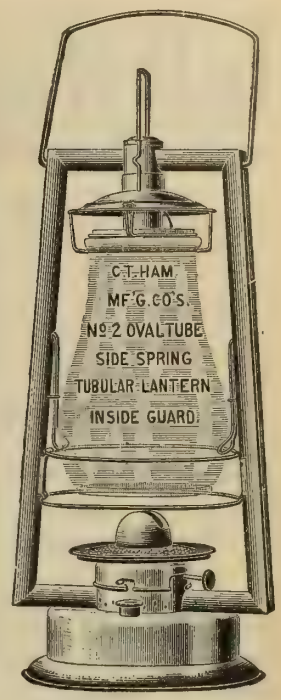
This lamp has no equal as a carriage lamp. It's made on our celebrated Cold Blast Tubular Plan. Finished in Nickel Plate and Black Japan, and it's a **BEAUTY** in either finish. Each lamp has dash clamp for fastening to dashboard. No globe to break, and front lense is finest polished double hand ground and convex.



Write for prices.



COMBINATION HOLDER WITH EVERY LAMP.

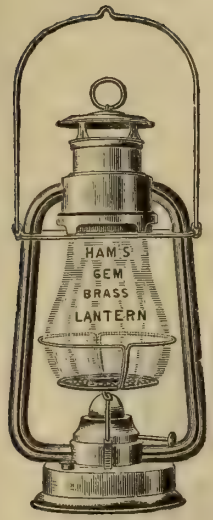


This lantern has large oil fount, 1 inch wick, No. 0 globe, locked burner — so simple to handle—nothing to get out of order.

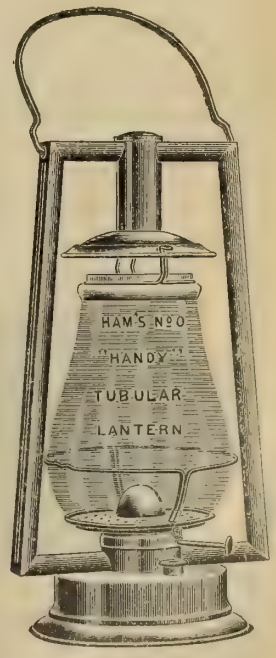
"DIAMOND" Bicycle Lamp

We are the only makers of a **TUBULAR** Bicycle Lamp, and we guarantee our "Diamond" to give a larger and stronger volume of light than any other known Bike Lamp made.

WE SELL TO THE JOBBING TRADE ONLY



A beautiful lantern in nickel plate. A very neat hand lantern for the ladies at summer resorts. Perfect burning.



HAM'S "HANDY."

A splendid lantern at a moderate price.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.

Jellstone and Alabastine.

We have just received another **Large Shipment**

SANDERSON PEARCY & CO.,

Wholesale PAINTS, OILS, VARNISHES AND GLASS. ... TORONTO

SUGGESTED CUTLERY "COMBINE."

THE principal representative of a Sheffield cutlery firm suggests that cutlery manufacturers should combine to get and keep up better prices. Speaking from a varied experience, both of the manufacture and sale of cutlery, he complains that the makers are cutting each other's throats through the ridiculous prices at which they are selling their productions. Sheffield being the only town in England where cutlery is made, and perhaps the only place in the world, he adds, where it is thoroughly reliable, he thinks the manufacturers should be able, through combination or union, to fix a selling price for a certain article, and let the competition be in quality and finish, not in rubbish or cheapness. If the price of knives was raised 10 per cent., he holds, there would still be the same market, as cutlery is a necessity, and no buyer will purchase unless required, no matter how cheap it is offered. He is certain that many who are having large turnovers are barely making a living, and says he could mention several instances, and give vivid illustrations of how the cutlery trade is murdered. There is likely to be some considerable discussion on the subject, but, it may be doubted, if it will lead to any practical results, the number of manufacturers being so large, and their interests so diverse, while the competition of the Germans and Americans in the cheaper grades gets increasingly keen. All these things make against a successful "combine."—Hardware Trade Journal, London.

ENLARGING ITS MILLS.

The Ontario Tack Co. is contemplating the erection of a large addition to its factory on Queen street north, of which Architect Charles Mills will have supervision. This is an encouraging sign, as it means the extension of the company's business and the employment of a number of additional hands.—Herald, Hamilton.

GOING TO VANCOUVER.

Mr. John R. McPhail, who has been in the hardware business in Prince Albert, N.W.T., for a number of years, and has, in that time, accumulated quite a little money, has decided to settle in Vancouver, chiefly owing to ill health. The dry and bracing climate of Prince Albert has not agreed with Mr. McPhail, and he has been advised by his physician to take up his residence near the salt water. In order to occupy his time he is prepared to accept a few good agencies, and as he is an experienced hardwareman, he should be a desirable man for any concern in the trade which requires a representative on the Pacific Coast. His business in Prince Albert Mr. McPhail desires to sell, and on easy terms. This should be a good opening for a hardwareman with enterprise and capital, especially as the extension of the Manitoba and Northwestern railway to Prince Albert is projected.

PERSONAL MENTION.

Mr. Geo. Taylor, who was mentioned in last week's HARDWARE AND METAL as having resigned his position as manager of the European business of The Gurney Foundry Co., Limited, Toronto, has taken an important position with The Gurney-Tilden Co., Hamilton. His numerous friends will be pleased to know that after a successful career in London, Eng., he has returned to Canada, where he will be glad to meet them all again.

Mr. H. J. Charles, late of the James Robertson Co., has accepted a permanent position with the Toronto Lead and Color Co., and will enter upon his duties with this enterprising and progressive firm at once. We understand that Mr. Charles will cover the territory formerly undertaken by Mr. George Verry, who recently left for the Old Country on a special business trip.

Mr. Geoffrey Monkhouse, who for some time has been assistant to Mr. W. H. Evans, of the Canada Paint Co., Toronto, has been appointed agent of the Frontenac Printing Ink Co., of Montreal. He will begin his duties at once. Mr. Monkhouse is a smart, pushing salesman, and should make his mark.

FOUR REASONS WHY DEALERS should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale

John Bowman Hardware and Coal Co.,

LONDON, ONT.

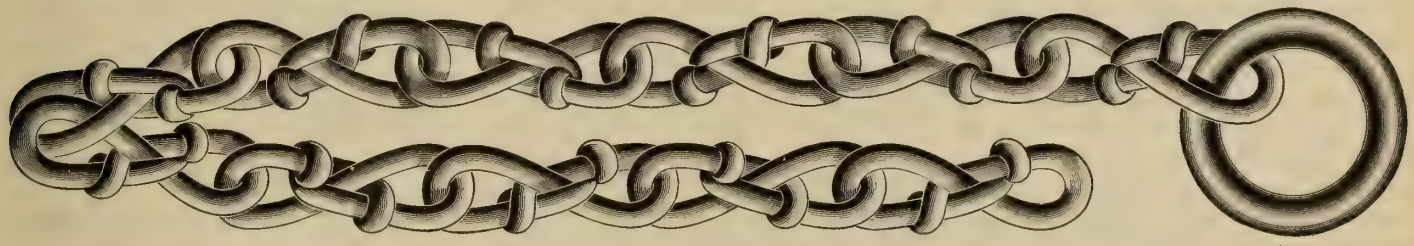
New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

Hardware Dealers will find that it is easy to sell a good bicycle when it's fitted with Dunlop Detachable Tires.

They are as perfect as perfection in tires —as hard to puncture as the best rubber can make them—as easy to fix as you can imagine.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 6, 1898.

HARDWARE.

THERE has been a steady movement in general hardware, and as rule, prices hold steady. Barbed and plain wire have been moderately active, also wire nails. There is some friction here in regard to the sale of cut nails, but it is expected that the matter will be settled. Horse nails are asked for to a fair extent, while horseshoes are quiet. In screws, bolts, rivets, etc., business is of a moderate character. As a result of the advance in raw material, shot has been marked up 2½ per cent. and a similar rise has been established on lead pipe. Both sisal and manilla cordage have had a further appreciation in price of ¼ to ½c., and binder twine is held ¼c. higher than it was, under the same influences. Large sales of cement are reported, and first arrivals are lighter than they were last spring.

BARB WIRE—There is a quiet trade in barbed wire, and prices are unchanged at $2 f.o.b. Montreal.

PLAIN WIRE—Oiled and annealed continue in good demand, and discounts are 40 per cent. on oiled and annealed and 35 per cent. on galvanized.

WIRE NAILS—Business is fairly active on the basis of $1.90 f.o.b. Montreal.

CUT NAILS—There is some friction between jobbers and makers in regard to cut nail prices, but we still quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—There is a moderate enquiry for these, and discounts are unchanged at 50 per cent.

HORSESHOES—Quiet, with prices steady. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Trade is steady at former values. Discounts are as follows: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS — Trade quiet, with some readjustment in discounts. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS AND BURRS--In moderate enquiry. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — Remains much the same.

FILES—In fair demand, with prices unchanged.

CLOTHES WRINGERS—The same remarks apply to these.

FREEZERS — Medium sizes are moving with a fair degree of freedom.

NEW STOVES.

Famous Model Range.

Will burn either Coal or Wood.

Always fitted for WOOD ONLY unless otherwise specified.

	No. 9-23	No. 9-25
Length of wood fire box,	24½ in.	26 in.
Size of coal fire-box,	17 x 7 in.	18½ x 7¾ in.
Size of oven,	23x23x13½ in.	25x25x13½ in.

Souris or Lignite coal grates can be supplied when required.

SELLING FEATURES--Thermometer in oven door shows exact heat without opening door Nickle-plated steel edge—cannot break, and gives a pleasing contrast. Safety expansion top, expands under a quickly-started fire without cracking. Oven bottom made of steel, heats quickly and cannot warp. Fresh air circulation through oven carries fumes from baking up the chimney Strong leg base **Embodies every modern feature known in Stove making.**

Agents will find it to their advantage to order a sample now.

If you want your goods quick order from McClary's

The McClary Mfg. Co.

London—Toronto—Montreal—Winnipeg and Vancouver.

APOLLO BEST BLOOM
GALVANIZED IRON.

The worker can't afford to do a job with any other. Some jobs he can't do well, and some he can't do at all, with common irons.

Apollo is perfect and workable; others less perfect and far less workable.

Apollo jobbers carry large stocks and get anything special immediately.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Firebricks and Clay
Ganister for Cupola Linings
Fire Sand
Drain Pipes and Connections
Contractors' Supplies.

F. HYDE & CO.

31 Wellington street, **MONTREAL**
Importers and Dealers.

Abbott & Co.

FACTORIES

...MONTREAL

CUT NAILS

Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

SPADES AND SHOVELS —In fair enquiry, with discounts unchanged.

TOOLS — Harvesting tools are well enquired for, and jobbers are experiencing some difficulty in attending to orders, owing to light stocks.

CUTLERY — A moderate demand keeps up.

SPORTING GOODS — Orders keep coming in for these.

SHOT—The stiffness in lead has caused an advance in shot of 2½ per cent. We quote: dropped, 6c.; chilled, 6½c.; buckshot, 7c. less 10 per cent.

BUILDING PAPER—In fair demand. We quote: Plain, 25c.; tarred lining, 35c., and roofing paper, $1.30 to $1.45.

HINGES —Trade continues active in strap and barn door hinges.

CORDAGE—Another advance of ½c. has been scored by cordage. We quote as follows: Sisal, 7-16 and upward, 8c.; ⅜, 8½c.; 5-16 and ¼, 9c., and 3-16, 9½c.; manilla, 7-16, 9c.; ⅜, 9½c.; 5-16 and ¼, 10c., and 3-16, 10½c.; lath yarn, 7c.

BINDER TWINE — Has advanced under the same influence as rope, being held at 7¾c. for pure manilla; 7½c. for mixed, and 7c. for sisal.

GREEN WIRE CLOTH—A fair demand is noted for this material.

CEMENT — There has been some extensive transactions in cement during the week, sales of 4,000 barrels low grade Belgian transpiring at $1.76 ex wharf. In a regular jobbing way we quote: English, $2.25 to $2.35, and Belgian, $2.30 to $2.45.

FIREBRICKS — An active trade has been transacted in firebricks, at $16 to $21 per 1,000.

METALS.

There has been a fair trade in these prices, generally, ruling firm all round.

PIG IRON — Some transactions have been put through inside our range, but we still quote: No. 1 Hamilton, $15 to $16; No. 2 ditto, $14.50 to $15; Ferrona, $14.50 to $16; Siemens $14.50 to $16, as to grade. Summerlee and equal brands, $18 to $18.50.

BAR IRON—Fair demand is noted and makers are out of some sizes. We quote: $1.40 to $1.50.

BAND IRON—Firm and unchanged under a moderate demand at $1.75.

HOOP IRON—Enquiry fair, with prices steady at $2.

SHEET IRON — Rules quiet but steady. We quote: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL — A fair trade is experienced. We quote as follows: 12 gauge, $2.15 per 100 lbs.; 16 gauge, $2.30;

If you want the straightest and most durable **Rawhide Whips** in the market, order our

Napoleon and Monarch

WHIPS

Every Whip Guaranteed.

Patented and made only by . . .

HAMILTON WHIP CO.

119, 121, 123 Mary St., HAMILTON.

Cheap Whips of Every Style.

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE — In sympathy with other lead products, this also has advanced 2½ per cent. We quote: Composition waste 7½c., and lead pipe 7c., with discounts 25 per cent.

GALVANIZED IRON—Quotations for import are still withdrawn here and prices are firm: Queen's Head, No. 28, $4.10 to $4.25, and Comet, $3.75.

TINNED IRON—Quiet, but firm.

PIG LEAD—The firm disposition of this metal is fully maintained, and buyers who tried to get quotations on two-ton lots this week found it impossible to do so. Nominally, the price is firm at $3.75.

INGOT TIN—Firm, as last quoted, at 16½c.

INGOT COPPER—Unchanged at 13 to 13½c.

SHEET COPPER—Firmly held at 16½c. for 14-oz., and 15½c. for 16-oz.

CANADA PLATES—Values are stiff on these, but there has been no quotable change, though some expected an advance. We quote as follows: 52's, $2.10 to $2.15; 60's, $2.15 to $2.20, and 75's, $2.30 to $2.40.

TIN PLATE—Steady to firm. We quote: Coke, I.C., $2.85 to $3; charcoal, I.C., Allaway or Comet brands, $3.25; do, I.X., $4 to $4.10; Lincoln, $3.50; P.D. Crown, I.C., $3.80; do. I.X., $4.80; Bradley's $5.50.

TERNE PLATE—Firmly held under light stocks at $5.75 to $6.

COIL CHAIN—As last quoted: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—With the arrivals of the first steamers, stocks of this material are much better assorted, and values are a shade easier at 5½c.

SOLDER—Steady, as last quoted, at 11 to 11½c.

SPELTER—Quiet, at $5.25.

ANTIMONY—Rules rather firmer, as high as 9½c. being refused for cask lots this week, sellers holding for 10c.

IRON PIPE—There has been a fair enquiry for black pipe. We readjust quotations somewhat this week, as follows: Black pipe, ¼-inch and ⅜-inch, $1.90; ½-inch, $2.20; ¾-inch, $2.65; 1-inch, $3.65; 1¼-inch, $4.75; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.75; ¾-inch, $4.25; 1-inch, $6.25; 1¼-inch, $8.25; 1½-inch, $11.50, and 2-inch, $16.

SANITARY WARE — Continues without change.

GLASS.

The firm feeling in window glass is maintained, and demand has been fairly active. Stocks, owing to the arrival of the first steamers, are in better shape than they were last week. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The advance in prices quoted last week has not interfered with the demand for white lead, which continues as active as it has been for some weeks past. Within the past few days there has been less excitement in the English markets, but lead products are still fully £1 over the price of two weeks ago. Two steamers are in port with each a few hundred barrels linseed oil, but it is eagerly waited for, and price is very firm. The consumption in the manufacture of mixed paints alone at this season is very heavy. Turpentine is unsettled at the advance now quoted. Paris green has also sustained a sharp advance, as reported last week, and continues in good demand.

WHITE LEAD—Best brands, Government standard, $5.62½; No. 1, $5.25; No. 2, $4.87½; No. 3, $4.50.

DRY WHITE LEAD—$4.75 in casks; kegs, $5.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 50c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c.; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—Rules much firmer at 10 to 10½c.

SEAL OIL—Unchanged, at 45 to 50c.

COD OIL—Supplies of cod are light, and prices are firm at 40c.

NAVAL STORES — There has been no change in these. Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Lambskins and clips have advanced 5 to 15c. each. Beef hides are unchanged at 6 to 8c., as to grade.

ASHES.

Unchanged. We quote: $3.50 to $3.60 for first pots, and $3.25 to $3.30 for seconds, with pearls $4.75 to $4.85 per 100 lbs.

COAL.

Steady, as follows: Stove and chestnut, $5.75; egg, $5.50; Scotch grate, $6; and Scotch steam, $3.50 to $3.60.

PETROLEUM.

Steady. We quote as follows: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

Turpentine has advanced 3c. to 50c., but is unsettled at the rise.

There has been another advance of ¼ to ½c. on both sisal and manilla cordage.

Paris green has been marked up 2c. all round, and is in good demand at the advance.

Spring importations of considerable quan-

FOR SALE.

Old established Stove, Hardware, Plumbing, Tinsmithing and Heating business, in town of 10,000 inhabitants. Splendid farming country adjacent. Good chance for live man.

Address (S) care of HARDWARE AND METAL, Toronto.

BUTLER'S

FAMOUS

Sheffield Cutlery

—AND—

Electro-plate

Sole Makers of the

Celebrated "KEEN" Razors, "Cavendish" Brand of Table Knives and Carvers.

HIGHEST AWARDS. SPECIAL MENTION.

GEORGE BUTLER & CO.'S

London Show-room—

62 Holborn Viaduct, E.C.

(OVER SNOW HILL STATION.)

A. H. SYMONDS,

71 Yonge Street, TORONTO

has a full line of samples, and will be glad to receive enquiries from Importers in the Dominion.

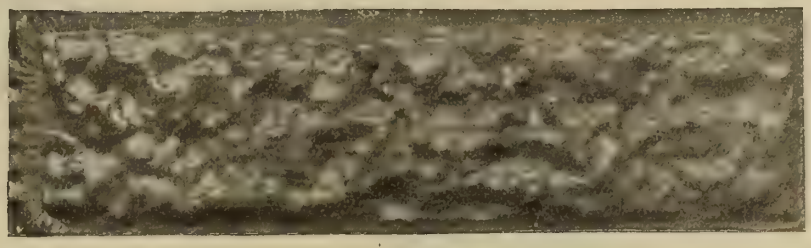
Fireproof Building Materials

HAYES' PATENT
MANUFACTURED BY METALLIC ROOFING CO. TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL LATHING

EASTLAKE
MANUFACTURED BY METALLIC ROOFING CO. TORONTO
ILLUSTRATED CATALOGUE FREE
STEEL SHINGLES

returned April 18 Cut Book 18 Page 11 Fire.

Rock Faced Stone.



MADE OF STEEL.

Just the thing for covering the outside walls of wooden buildings. Warm in Winter---Cool in Summer.

WRITE FOR PRICES AND CATALOGUES.

Metallic Roofing Co., Limited.

1179 King St. W., TORONTO.

FIRE PROOF
ROOFING
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS, TORONTO

CORRUGATED IRON
ILLUSTRATED CATALOGUE FREE
METALLIC ROOFING Co
MANUFACTURERS TORONTO

tities have led to a shade easier prices for sheet zinc.

As a result of the rise in raw material, both lead pipe and shot have been advanced 2½ per cent.

The first arrivals of cement this spring only comprise some 6,728 barrels of Belgian, and it was all sold to arrive.

ONTARIO MARKETS.

TORONTO, May 6, 1898.

HARDWARE.

THE volume of business has been well maintained during the past week, and taken all the way round the wholesale hardware trade is in a satisfactory condition. Rope has again advanced, sisal being ¼c., and manilla ½c. dearer than a week ago. Some scarcity is reported in both barb wire and galvanized wire. Business is fairly good in wire nails, the demand, if anything, being a little better than a week ago. Increased activity is be noted in churns and clothes wringers. Green wire cloth and poultry netting are in brisk demand. Shipments of garden hose have been quite numerous during the week. The demand has fallen off slightly for the smaller sizes of gas stoves, but in gas ranges, on the other hand, there is rather more business being done. Eavetroughing and conductor pipes are experiencing an increasing demand. Payments are good.

BARB WIRE—Owing to the difficulty of securing supplies of raw material, the local manufacturers are handicapped in filling orders. Deliveries of barb wire from the United States are slow. We quote: $1.80 f.o.b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—A fair quantity of oiled and annealed is going out. Galvanized is in better demand, but difficulty is being experienced in getting manufacturers in the United States to make prompt shipment. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3per cent. 30 days.

WIRE NAILS—If anything, the volume of business is lower than it was a week ago. We quote: 10 keg lots, $1.90, Toronto; smaller quantities, 10c. per keg more.

CUT NAILS—The volume of business is about the same as it was a week ago We. quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—The demand is fair and much about the same as a week ago. Discount, 50 per cent.

HORSESHOES—Very little doing. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS — Business continues steady. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—While not so heavy as last week, yet there is a fairly good trade being done. Discounts are: Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS — Business is fair. We quote as follows: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

ROPE—A further advance in both sisal and manilla rope is to be noted, sisal being ¼c. and manilla ½c. per lb. dearer. Present prices only hold good from day to day, a further improvement being looked for. We quote: Sisal, 7-16 in. and larger, 8c.; ⅜ in., 8½c.; ¼ and 5-16 in., 9c.; 3-16 in., 9⅜c. Manilla, 7-16 in. and larger, 9c.; ⅜ in., 9½c.; ¼ and 5-16 in., 10c.; 3-16 in., 10¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Trade is a little better this week. Discount, 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Compared with a week ago, show quite an improvement. We quote as follows: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—The improvement noted last week appears to have been maintained. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES — Continue good. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

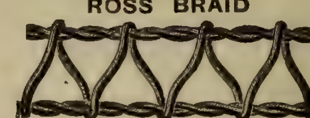
"THE DAISY"

Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than all** other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED
Headquarters, London, Ont. Eastern Branch, 60 McGill St., Montreal, Que.

FENCING

ROSS BRAID



SAFETY BARB

RIBBON STRIP

We are the only manufacturers in Canada making the above styles of Fencing. We also manufacture **Lock Barbs**, 4 pt., 4 and 6 in.; **Glidden**, 2 pt., 3 and 5 in.; **Texas**, 2 pt., 3 and 5 in.; **Staples**, Galvanized and Polished; Galvanized Twisted Strand, 2 and 3 wires.

Wire Nails

SEND YOUR ORDERS TO US WHEN YOU WANT QUICK DELIVERY.

The Western Wire and Nail Co., Limited.
LONDON, ONT.

Ontario Lead and Wire Co., Limited.
TORONTO, ONT.

GREEN WIRE CLOTH—Trade is active, but most of the orders booked some time ago have been filled. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—Trade in this line is also good.

SPADES AND SHOVELS, ETC.—A good business is still to be noted in spades and shovels, and draining tools are in active demand. Discount, 45 and 2½ per cent.

HARVEST TOOLS—Jobbers are still being handicapped on account of the difficulty in getting supplies.

GARDEN HOSE—Shipments have been quite numerous this week. We quote as follows: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER—While trade has fallen off a little during the week, the volume of business can still be considered fair. We quote as follows: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

CUTLERY—There is a fair business being done for this time of the year.

SPORTING GOODS—A good deal of ammunition is going out, but there is very little doing in fire arms.

CEMENT—Business continues to increase in activity. All grades are firm and unchanged. We quote as follows in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

MILK CAN TRIMMINGS—The season is about over. The volume of business this year has been much better than it was in 1897.

WARE—Enameled ware is moving out nicely, the demand being steady. There is just a moderate demand for tinware.

METALS.

Trade is fairly good in metals, and prices rule firm. Lead and lead products are all higher.

PIG IRON—Rogers, Brown & Co. report the Toronto market for United States pig iron as follows: No transactions of note have taken place during the past week. Prices still remain on an extremely low basis, and consumption is still as rapid as ever. The opinion prevails that when American furnaces secure certain orders they are after, there will be a readjustment of prices to a higher basis. Shipments of American iron into Toronto and vicinity, are the largest ever known to have been made in this territory. Prices remain stationary at last week's

STANDARD of AMERICA for 30 Years

NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass," St. Helens. Telephone No. 68 St. Helens.

"Painting with a Pump"

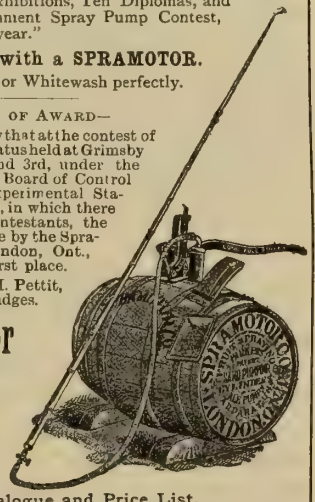
EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

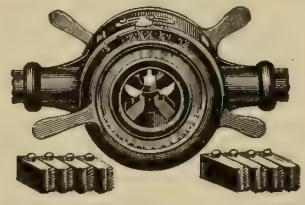
CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 Richmond St.
London, ONT.

Send for Catalogue and Price List.

THE DUPLEX ADJUSTABLE DIE STOCKS



They thread pipe and bolts better and easier than any others. Send for a circular and particulars.

THE HART MFG. CO.
21 Wood St. Cleveland, O., U.S.A.

For sale by—

Rice Lewis & Son	Toronto, Ont.
A. R. Williams Machinery Co.	Toronto and Montreal.
Thomas Robertson & Co.	Montreal, P.Q.
Jenckes Machine Co.	Sherbrooke, P.Q.
C. Mackenzie, Milne & Co.	Sarnia, Ont.
Wood, Vallance & Co.	Hamilton, Ont., and Winnipeg, Man.
Spratt & Grey	Victoria, B.C.
Hickman-Tye Hardware Co.	Victoria, B.C.
E. G. Prior & Co.	Victoria, B.C.
Oil Well Supply Co.	Petrolia Ont.
Robb Engineering Co.	Amherst, N.S.
Frothingham & Workman	Montreal, P.Q.

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
... TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

28 YEARS. Established 1870. 28 YEARS.

SEYBOLD, SON & CO.

478 St. Paul St., 295 Commissioner St., Montreal.

SPECIALTIES—Lockwood Bros. Pocket Cutlery, Ashham's Table Knives, Boker's Superior Razors, Kearney & Foot Co's Celebrated Files; also in stock a full line Paints, Oils, Varnishes, Glass, Putty, House Furnishings, Builders' Hardware, Tinners' Tools and Supplies. Write for prices.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

The ...
John Morrow Machine Screw Co.
Ingersoll - Ontario.

figures. We quote United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55.

BAR IRON—Bar iron shows a slight improvement, but the volume of business is still light. We quote base price $1.50 to $1.60 from stock, and $1.40 to $1.45 from factory.

HOOP AND BAND IRON—Trade is not quite as heavy as a week ago, but there is still a fair quantity moving. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL—The improvement noted last week appears to have been maintained. We quote as follows: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON — Not much doing. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Business continues brisk. The demand this week is principally for the heavier gauges. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—A decided advance has again taken place, the ruling quotations now being 4¼ to 4½c.

INGOT TIN—Business is not quite as brisk as it was. Prices are firm. We still quote 16½ to 16¾c.

INGOT COPPER—Business is still quiet. at 12½ to 13c.

SHEATHING COPPER, ETC. — Trade is quiet. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

LEAD PIPE—Prices have advanced about 10 per cent., the discount now being 25 per cent. There is a probability of a still further advance.

IRON PIPE—A number of orders are being received, but not many large shipments are being made. We quote: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.80 to ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.25 to $9.20; 1½ inch, $11.25 to $11.80: 2 inch, $15.20 to $16.

RANGE BOILERS—Business shows some improvement. We quote: Galvanized, 30 gals., $5 50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Quite a number of import orders are being booked, and a number entered for early shipment here this week reached their destination. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—Trade is fairly active this week and some large import lots have been delivered. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—This is going out freely. We quote as follows: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—Trade is moderate. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN — Business keeps fair. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Demand has been better this week, a number of fair shipments having been reported. We quote as follows: 5½c. for cask lots, and 5¾c. for small quantities.

SOLDER—Prices are materially higher owing to the advance in raw material. We quote: Standard, 11½c. per lb. for quantities, and 12c. for small lots; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY—Trade is quiet and prices unchanged. We quote: Cookson's, 9¼ to 9½c.; other makes, 8¼ to 8½c.

GLASS.

The arrival of some import orders are noted this week, this being the earliest arrival for many years. Sales of glass from stock have been good lately. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

Generally speaking, a good business is being done. Some shipments of turpentine

Knowles, Ham & Nott Co.
Limited.
BRANTFORD

The Brantford.

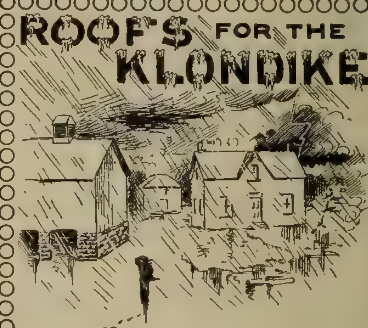
Manufacturers of

Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

Portland Cements
Best German, English and Belgian Brands
Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.

Largest Stocks. Lowest Prices.
Send for Quotations.

W. McNally & Co., Montreal

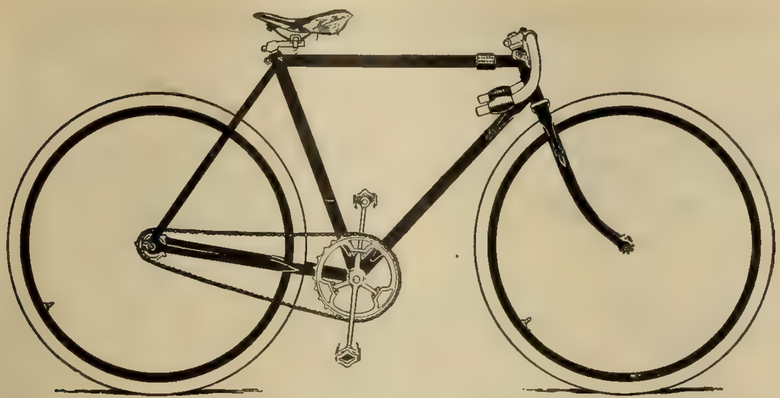


Roofs must be chosen with care and judgment in any country, and especially so in Canada.

All our products are constructed for use in Canada, and ample provision is allowed for contraction and expansion, and we guarantee them to be water, wind, and storm proof.

Up-to-date information and fully illustrated catalogues of Steel Roofings, Sidings and Ceilings sent free for the asking.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.



RAMBLER BICYCLES.

BERTRAM, WILSON & CO.

IRON, STEEL, HEAVY HARDWARE.
LUMBERING, MINING AND RAILROADING SUPPLIES.
PICKS, SHOVELS, SPADES, AXES, SAWS AND FILES.

Agents for
Gormully & Jeffery Mfg. Co., CHICAGO.
...Rambler Bicycles.

53 YONGE ST.
161 YONGE ST.

were received last week, but the demand was so great that it was immediately absorbed. Linseed oil is also moving freely. There is a scarcity of both of these commodities. The sale of white lead this week is quiet, dealers generally being prepared for the advance of last week, and were well stocked. The advance in Paris green had rather a contrary effect, there being not enough in stock to supply the demand. Red lead is also scarce, and is in good demand. Whiting is being sold in large quantities, and is firm in price. We quote as follows :

WHITE LEAD—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½ ; No. 4, $4.25 ; dry white lead in casks, $5.10.

RED LEAD—Genuine, in casks of 560 lbs., $4.75 ; ditto, No. 1, in casks of 560 lbs., $4.50 ; genuine, in kegs of 100 lbs., $5 ; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50 ; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel ; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 16½c. ; 50 and 100-lb. drums, 17c.; cases, 1-lb. boxes, 18c.; cases, ½-lb. boxes, 19½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL —In cases, 10½c. per lb. and 11½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 51c.; boiled, 1 to 4 barrels, 54c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside Ontario points, freight allowed, 1 to 4 barrels, 49c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

Business is active throughout, with prices firm. Scrap lead is in brisk demand, and has advanced ⅛c. in price. We quote as follows : Agricultural scrap, 45c. per cwt. ; machinery cast, 52½c. per cwt. ; stove cast scrap, 30c. ; No. 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c. ; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c.; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c. per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—There is a better feeling, but no change in price. We quote : No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c.; cured, 8 to 8½c.

CALFSKINS—The market is weak with prices unaltered. We quote : No. 1 veal, 8 lbs. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c. ; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. We quote at $1.15 to $1.35.

WOOL—There is a free offering of unwashed at 11c. per lb.

SEEDS.

The situation is unchanged, the season for timothy and clover seed being practically over. Hungarian and millet seed and ensilage corn are in good demand, but owing to the large number of varieties it is useless to quote prices.

COAL.

The new season commences this week. On account of the war the market is in a more unsettled state than it has been at the opening of any season for years, so that either an advance or a decline may be looked for. We quote Anthracite coal at Buffalo and bridges at $4.25 per ton.

PETROLEUM.

Business is quiet, with prices unchanged. We quote at Toronto, as follows : Canadian, 13½c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c. in bulk.

MARKET NOTES.

Pig lead is ½c. per lb. dearer.

Scrap lead has advanced ⅛c. per lb.

Solder is from ½ to 1c. per lb. dearer.

The discount on lead pipe has been reduced to 25 per cent.

Stewart & Wood are taking in a large shipment of glass this week.

Sisal rope has advanced another ¼c. per lb., and manilla ½c. per lb.

W. C. Crawford, Tilbury, Ont., manufacturer of handles, reports being obliged to run overtime to keep up with his orders.

The Copp Bros. Co., Limited, is carrying a complete line of "Electric" blue flame oil stoves. These stoves are beautifully finished, and are increasing in popularity.

NEW INVENTIONS.

Below will be found the list of patents granted last week to Canadian inventors, through Marion & Marion, Montreal :

59,285, Harrison, Marion & Seitz, Washington and Montreal, luggage carrier ; 59,376, William Dunn, London, England, gate ; 59,433, F. Laforest, Edmundston, track-fastening device ; 59,450, Elie Benoit, St. Cesaire, P.Q., key fastener ; 59,476, J. H. Pellerin, Montreal, machine for giving form to material ; 59,482, John Muir, Brantford, Ont , flag pole ; 59,534, J. H. Richards, Sydney, Australia, sash fastening device ; 59,562, Benjamin Heon, St. Gregoire, P.Q., lifting jack ; 59,579, J. R. Lavigueur, Montreal, door stop and catch combined; 59,580, M. Guttman, Victoria, B.C., provision bag; 59,582, J. A. Dion, Montreal, cooking utensil ; 59,604, Guilbault & Henkle, Montreal, folding canopy ; 59,629, J. Turcotte, Quebec, P.Q., necktie fastener ; 59,647, Wm. J. Curry, Nanaimo, B.C., grater.

MANITOBA MARKETS.

WINNIPEG, May 3, 1898.

THE war has brought to the attention of the Manitoba farmer the fact that he is closely interested in the happenings in Manila, though perhaps he has not been in the habit of giving that port a thought during the year. He thinks much and often about binder twine, that very important factor in Manitoba harvests, and already this article has gone up 1½c. per lb. However, if Manitoba wheat continues to go up with such leaps and bounds, as it has done to-day, the farmers will stand the extra pressure of the additional price of twine to bind with. One dollar wheat has been a sort of dream of the farm, but all of a sudden it is a dream more than realized, for wheat closed yesterday at $1.19½.

All lines of rope have experienced a very sharp advance, Sisal, 7-16 and larger, has jumped from $7.75 to $9, and manilla, 7-16 and larger, from $9 to $10.25, with every indication that there will be further advances in the near future. On the other hand, the introduction of the summer rate of freight has reduced the price of a number of staple lines. Barbed wire is down 10c. the 100 pounds, and so is plain twist and staples.

Barb wire, by the way, is a very ready seller just now. Nails, both cut and wire, are reduced 10c. per keg, and horseshoes 15c. Bar iron has dropped 5c. per hundred lbs. In white lead, however, there is an advance of 25c., and linseed oil is now held at 56c. for raw and 59c. for boiled.

Bicycles are as active as ever, and garden tools are in brisk demand. Business generally is very good.

Price list for the week is given below:

Barb wire, 100 lbs	$2 40
Plain twist wire and staples	2 90
Oiled annealed wire 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Green wire cloth, per 100 feet	1 40
Poultry wire, per 100 feet	55
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 35
" 20 to 40	2 40
" 10 to 16	2 45
" 8	2 50
" 6	2 55
" 4	2 80
" 3	3 05
" 3 fine	3 35
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	4 00
Snow shoes	4 25
Steel, light	4 25
" extra light	5 75
Bar and band iron, $2.05 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 50
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	$9 00
" ⅜	9 50
" ¼ and 5-16	10 00
Manilla, 7-16 and larger	10 25
" ⅜	10 75
" ¼ and 5-16	11 25
Cotton, all sizes, lb	15
Axes, per box $5.50	to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb	25c.
Spades and shovels	40 p.c.
Harvest tools 60 to 60-10	p.c.
Axe handles, turned, second growth hickory, doz	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F. 50	p.c.
Dominion, C.F., pistol 25	p.c.
" military 15	p.c.
American R.F. 35	p.c.
C.F. pistol 5	p.c.
C.F. military	Net
Loaded shells, Robin Hood, M	$18 00
Eley's 12 gauge, M	16 00
American, M	16 20
Shot, Robin Hood	10 00
Ordinary, per 100 lbs	6 00
Chilled	6 50
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed 70 and 30	p.c.
Granite ware, according to quality. 50 to 60	p.c.

NO USE AT ALL.

Oh, what's the use of keeping store
Unless the people know it?
And what's the use of enterprise
Unless you try to show it?
What matters that your goods are best,
Your prices tantalizing,
Or that they'll stand the public test,
Unless you're advertising?

—Fame.

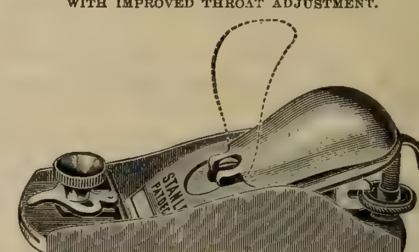
IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Knuckle-Joint Biock Plane.

WITH IMPROVED THROAT ADJUSTMENT.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.

No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter__ $1 75

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF
WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES
COUNTRY SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.

Walter Grose, No. 30 St. Dizier St., Montreal, Que., Agent for Montreal and Eastern Provinces.

A BICYCLE SNAP

$50

The only difference between the Cavalier and a Hundred Dollar Wheel is in the price.

A $100 Wheel for $50.

A Strictly High Grade Bicycle.

THE CAVALIER

BUILT ON SCIENTIFIC PRINCIPLES.

Fitted with Dunlop Tires and Christy Saddle.

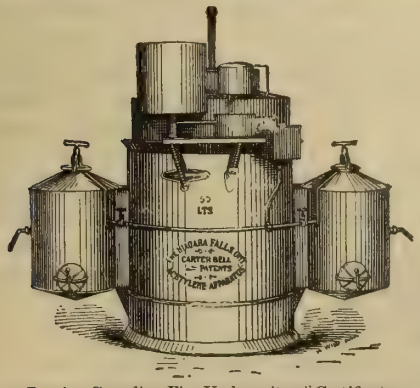
Caverhill, Learmont & Co. - Montreal

CANADIAN REPRESENTATIVES.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfec ly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.

Niagara Falls, Ont. Limited

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

TO RESTRICT PIG IRON OUTPUT.

AMERICAN MANUFACTURER, Pittsburg, April, 29: "The pig iron trade this week is decidedly quiet, and few transactions are reported. The action of the valley furnace owners to restrict production was the most important occurrence of the week. An agreement has been signed by which each one of the furnaces will be closed down one-third of the time during the 90 days beginning with May 1. Each furnace can select its own time, and it is stated that each has put up a forfeit of $25,000 for the observance of the agreement. It is hoped that by this means production will be sufficiently restricted to make it comparatively easy to hold prices. During the week there has been no quotable change in prices. Sales of grey forge at $9.10 are reported. Foundry and Bessemer remain about as they were. The brokers are still offering Bessemer pig somewhat below the agreement rate."

MANUFACTURES OF IRON IN BRITAIN.

The bulletin of the British Iron Trade Association shows that in 1887 the total output of manufactured iron of the iron-works in the kingdom was 1,238,000 tons of puddled bar, as against 1,214,005 tons in 1896. There is still a large production of iron plates in the kingdom, chiefly in the north-east, where some 60,000 tons of iron ship plates were made last year. But the great bulk of the puddled bar seems to be used in the production of bar iron.

A HINT TO BRITISH RAIL MAKERS.

This encroachment of the United States into our colonial territory may be stopped if checkmated in time, for British steel rail firms have not only held their own so far in the Australian market, but have made decided headway. It is true that the value of British steel rail exports to Australia during the first quarter of the present year was only £38,610, against £117,002 in the first quarter of 1897, and £83,792 in the first quarter of 1896—the corresponding tonnage being 6,264 tons, against 22,704 tons and 16,797 tons; but, if longer periods are taken into consideration, it will be seen that steady progress is being made. Thus, taking the complete twelve months, British steel rail exports to Australia rose from 34,469 tons in 1895 to 63,059 tons in 1896, and to 81,238 tons in 1887; while the corresponding values of those shipments advanced from £156,208 in 1895, to £323,663 in 1896, and to £446,551 in 1897. American steel rails can be sold at Pittsburg at £4 1s, 4d., against £4 10s. at Middlesbrough. When ironstone, coke, pig iron and railway rates are so much lower than ours, what wonder that the United States have got the thin end of the wedge into the Australian log. But South Wales, Sheffield, Middlesbrough and Barrow can, if they are determined, prevent the wedge being driven in still further.—Engineer, London.

MIDDLESBROUGH PIG IRON.

The statistics of the Middlesbrough Chamber of Commerce for the past quarter show that, at the end of March, 67 blast furnaces were in operation in the Middlesbrough district, 44 producing Cleveland pig iron, and 23 making other kinds. The Cleveland pig iron produced amounted to 345,000 tons, and the make of hematite, spiegel and basic pig iron 230,000 tons, an increase of 25,000 tons of Cleveland and 15,000 tons of other kinds, as compared with the corresponding period of last year. The increased production has not been followed by increased shipments of pig iron. The quantity shipped during the quarter was 219,621 tons, or 44,000 tons less than last year. A decrease is also shown in the exports of manufactured iron and steel, which have been principally in the form of railway material and bridge work. The quarter's return amounts to 110,075 tons, a decrease of 52,531 tons on last year. 279,706 tons of iron ore were imported, or 84,000 tons less than for the first three months of last year.

IRON ORE PRODUCTION IN GREAT BRITAIN.

The following figures give the output of iron ore under the Coal Mines Act, including the whole of Cleveland and Scotland, during last year, as compared with 1896. It will be noticed that there was a decrease of output in the leading districts, excepting Lanarkshire, Linlithgowshire, Sterlingshire, Fifeshire, Yorkshire and Monmouthshire:

	1897. Tons.	1896. Tons.
Yorkshire	5,729,974	5,678,368
South Staffordshire	925,159	933,538
Ayrshire	405,318	430,561
Lanarkshire	167,238	157,914
Renfrewshire	167,579	182,207
Linlithgowshire	40,798	30,732
Stirlingshire	9,360	7,800
Fifeshire	33,239	24,420
Edinburgh	53,310	75,490
Dumbartonshire	60,008	74,546
Lincolnshire	123,473	123,235
Monmouthshire	21,374	18,265
Shropshire	35,696	52,117
Other districts	20,642	....

In addition to the above, explains The Iron and Steel Trades' Journal, there were considerable quantities of ore raised under the Metalliferous Mines and Quarries Act, of which returns are not yet available for 1897.

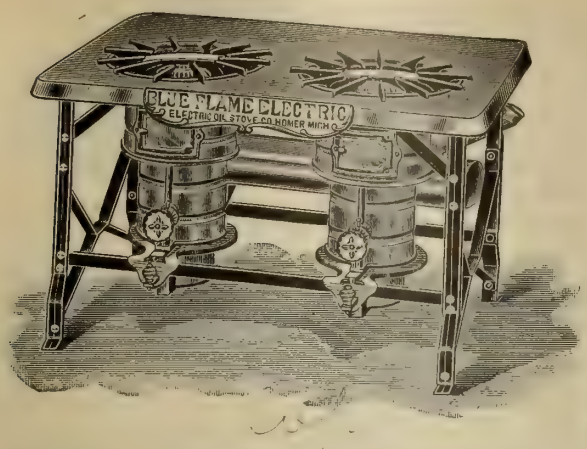
NEW YORK MARKETS.

May 5, 1898.

PIG TIN—Business of very fair amount was effected. The bulk of dealings were in moderate-sized lots, at about 14.75 to 14.77½c., but some business in more extensive quantities went through, and prices on lots of five tons or more ruled quite firm at 14.65c. net, on dock or in store, and 14.70 to 14.72½c. free on board.

COPPER—The movement on home and export account continues free and spot stocks are kept comparatively low in the face of heavy productions. Stock for delivery in June and July is offered somewhat reservedly also and is not easily obtained at prices that were common a short time ago. The range at present is 12¼ to 12½c. for Lake Superior ingot, 11¾ to 12c. for electrolytic and 11½ to 11¾c. for casting stock, as to brand, quantity and delivery.

D. Houston & Co., New York, report as follows, under date May 3: Copper—An exceptionally firm market was maintained throughout the past month. Active legitimate demand, coincident with a further shrinkage of supplies, and the otherwise excellent statistical position of the metal, had the effect of raising both New York and London market values to the highest level recorded in years. There was a large business done, and, although free selling at 12c. by a leading lake interest was persevered in for some time, nevertheless the upward course of the market was not checked thereby. All the copper offered at those figures was readily absorbed, after which other producers obtained 12¼c. for deliveries in May and June. This price has since been repeatedly declined for similar deliveries, while lake copper for prompt delivery, being in limited supply, sold as high as 12½c. Domestic consumers have been very busy, and the home consumption of copper lately has been unusually large and on a greatly expanded scale. Foreign copper—Europe keeps up a constant demand for copper, where consumption goes on at an enormous rate, and this country is expected to supply the great bulk of what is needed. As an article of commerce copper ranks of great importance. Exports of this metal from the United States, during the past two years, amounted in value to more than $62,000,000, and yet the trade is carried on with the smallest reserve of foreign stocks known. With European visible copper supplies reduced to the



ELECTRIC

Blue Flame Oil Stoves.

We carry a complete line of these beautifully finished and perfect working Blue Flame Oil Stoves.

The best on the market.

COPP BROS. CO., Limited

HAMILTON, ONT.

Toronto Branch, 81 Queen St. West.

equivalent of only a few weeks' requirements at the most, the urgency of frequent and heavy shipments from this country is palpable. The consumption of copper in England and France for the first three months of this year is estimated at 67,238,080 lb., and that of Germany for the first two months at 21,963,200 lb. This is at the rate of fully 400,000,000 lb. consumption per annum for the three countries named. Such a tremendous European demand, in conjunction with the growing domestic consumption, indicates the degree of pressure that will fall upon American copper mines to furnish an output even partially adequate to meet the present gigantic transatlantic requirements, in addition to the home demand.

PIG LEAD—Small business only was reported, and buyers seemed very indifferent in the absence of any really new incentive to action, speculatively or otherwise. However, only the small sellers appear anxious for orders, and prices hold quite steady at 3.70 to 3.72½c. for common domestic.

SPELTER—Consumers' purchases here are still moderate, and there is nothing in present offering by sales agents that would indicate any radical change at primary points. Prices remain quite steady, however, at 4.20 to 4.30c. for prime western, delivered here or at common point.

ANTIMONY—The position of the market remains strong, and prices are held well up to 9¼c. for Cookson's, and 8½c. for Hallett's and similar quality.

TIN PLATE—Business for the day was moderate, and no new features came to the surface.

IRON AND STEEL—There was neither business nor negotiation in any line that contrasted with what has been the rule of late, and prices all through remain virtually stationary.

RIVETING BY ELECTRICITY.

At the recent meeting of the naval architects, a paper was read by Herr F. von Kodolitsch, describing a new electrical riveter devised by himself. The paper stated that for the last two years the author had been experimenting on electric riveting-machines and had finally succeeded in bringing out a type of machine quite capable of superseding the two systems already existing—viz., hydraulic and pneumatic riveting. There was no difference in the quality of the work done, but the quantity by the electric system was considerably superior. The author's machine closed 12,000 rivets in a day of 10 hours with the labor of three men and a boy.

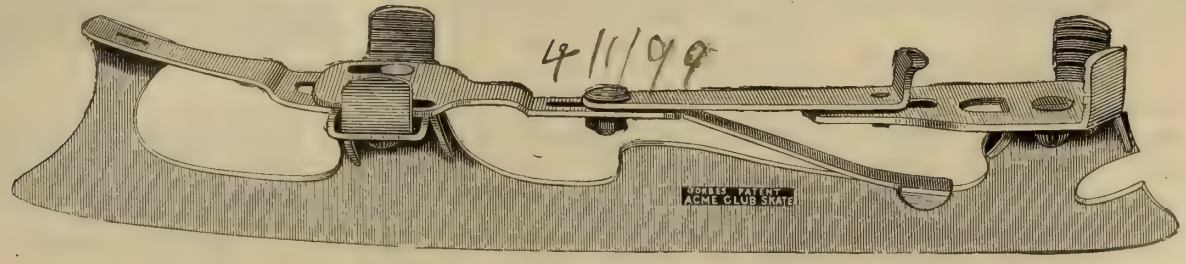
CATALOGUES, BOOKLETS, ETC.

The Stevens Manufacturing Co., London, Canada, have issued a small leaflet, descriptive of their "Dandy," high-wheel, front-cut lawn mowers. The advantages of this mower are that it has one-wheel gear, thus doing away with the extra friction of double gear, cuts from the front, making it possible to cut close to fences, walls, etc., and has no trailing wooden roller, which is claimed by this firm to be altogether unnecessary. Dealers should see this leaflet.

TO BUILD ANOTHER STEAMER.

The Bertram Engine Works Co., Limited, has secured another important contract, this time for a large grain carrier to replace the Rosedale, to the order of Messrs. W. D. Matthews, Crangle and Hagarty. The new vessel is to be 255 feet long and 43 broad, and will be constructed to carry as much grain as the canals will permit of. She will ply between Fort William and Prescott, and is to be ready for the opening of navigation in April, 1899.

A consignment of agricultural implements, billed at $20,000, was shipped from Toronto on Thursday morning over the G.T.R. for France, Holland, Germany and England.



THE GENUINE ACME.

We are now prepared to fill orders promptly. We make the highest grade of skates, and guarantee them. We solicit your inquiries. Goods dated 1st Nov.

THE STARR MANUFACTURING CO., Limited

T. L. PATON, Resident Agent, Montreal, Que. **DARTMOUTH, N. S.**

HOW TO SELL RUBBER HOSE.

WITH the approach of summer comes the necessity of advertising rubber hose and other summer merchandise, writes "A Merchant" in Iron Age.

ADVERTISE BEFORE AND AFTER SEASON OPENS.

With these, as with other lines, a considerable amount of advertising should be done just before and just after the season opens. The old saying about the "early bird" applies pretty well to the advertising of goods which have certain selling seasons.

Some people will think of their needs before the season really opens, but more will think of them just after the opening. It is then that the old articles are brought to light and replaced with new where necessity requires it.

Some people will notice the advertising before the season opens, and will look to their needs early. More will wait until the needs are evident, and then will begin to think of a place to buy.

It is evident, then, that the advertising should continue into the season as well as before it. There is certain to be more or less of a rush for seasonable goods soon after the season opens. The merchant who does the best advertising is sure to derive the most benefit from this rush, other things being equal.

HOW TO GET BEST RESULTS.

In connection with this, the fact cannot be too strongly impressed that the man who advertises best is not always the largest advertiser. Good advertising does not solely consist of spending a large amount of money.

In rubber hose, as in other lines, there are different grades at different prices. Most hardwaremen endeavor to carry a good, durable quality. Instances have been noted, however, when cheaper grades were carried as well as the better. Most always this is done to meet competition.

The difference in quality and price should be explained in the advertising as well as in the store. It should be explained so carefully and so thoroughly that every one can understand it.

HOW TO EXPLAIN CONSTRUCTION.

The water pressure varies in different cities. In some places a three-ply hose will do as good service as a four-ply. Where the pressure is very high, it is poor economy to buy three-ply. These things should be brought out in the advertising. Tell what is meant by "three-ply" and "four-ply." If the water pressure is high, tell why it is cheaper to buy the better hose. If the pressure is low, tell why the three-ply is just as good as the four, and what can be saved by buying it.

SEE CUSTOMER GETS GRADE AND SIZE MOST SUITABLE.

There is also difference in sizes and the sizes differ in price. Sometimes ¾-inch hose is the best to use, sometimes ½-inch will do exactly as well. There are more points to work with. Many hardware merchants handle seamless hose. The difference between this and the lapped seam should be explained.

Mechanical drawings should be used to illustrate the difference in composition. More artistic drawings can be used to illustrate the idea of the advertisement when mechanical drawings are not used.

The suggestions given above cannot all be used in one advertisement, but should be taken one at a time and brought out forcibly. There are other points which can be used to advantage, but these are all good and will probably suggest others to the minds of hardwaremen.

A NAIL TRADE DELUSION.

An erroneous impression seems to be prevalent regarding the wire nail trade. A great deal of wild talk is heard about the operations of "the trust." Arrangements are being made in various localities to equip new factories, evidently in the belief that the recent consolidation of a number of important producers meant much higher prices for nails, and, therefore, an opportunity for profitable business was presented. Although the interests thus merged into one large company represent by far the greater part of the nail ouput of the country, yet, as previously published, they do not control all of it. Some very important concerns are still being operated independently. Therefore no "trust" exists in the wire nail trade at present, and the indications do not seem to favor the formation of one. Perhaps, at some time in the remote future, conditions may be favorable for another combination of all the manufacturers, but it certainly seems unwise at present to invest any amount of fresh capital in nail making plant in the expectation of realizing much profit out of such a contingency. Rainbow chasing would be as practical. Even if a combination should be formed, the chances are against its continuance for any great length of time. The prices current are certainly yielding little if any margin to the best equipped manufacturers who control their own material, and, therefore, ought to discourage one who must buy wire. The capacity of the factories now in existence is so great that the requirements of the country can easily be filled by them, even if the consumption should suddenly show a material increase. Therefore no good reason exists for the multiplicatiou of factories, although some promoters claim that new plants are likely to be free from the burden of a large interest account and therefore may have an advantage.—Iron Age.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Public Building, Rat Portage," will be received until Thursday, May 19th, 1898, for the construction of a building at Rat Portage, Ont.

Plans and specification can be seen and form of tender and all necessary information obtained at this department, and at the office of Mr. George Barnes, Custom House, Rat Portage, Ont

Persons are notified that tenders will not be considered unless made on the printed form supplied and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable, the Minister of Public Works, equal to five per cent. of amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
E. F. E. ROY,
Secretary.

Department of Public Works,
Ottawa, April 21st, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (19)

TRENT CANAL.

NOTICE TO CONTRACTORS.

Hydraulic Lift Lock at Peterborough.

SEALED TENDERS addressed to the undersigned and endorsed "Tenders for Hydraulic Lift Lock" at Peterborough, will be received at this office up to noon on Tuesday, May 31st, 1898, for the construction of this Hydraulic Lift Lock.

Plans and Specifications of the work can be seen at the office of the Chief Engineer of Railways and Canals, Ottawa, on and after the 5th May, 1898, where forms of tender can be obtained by the parties tendering.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation and place of residence of each member of the same, and further, an accepted bank cheque for the sum of $18,000 must accompany the tender; this accepted cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

This Department does not, however, bind itself to accept the lowest or any tender.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 2nd May, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (21)

Buy the Best.

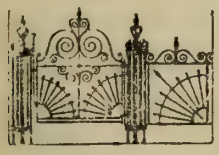
HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.



IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
" Diamond " Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.

Send post card and get copy of New Catalogue.
Cleland Bros. & Co.
MEAFORD, ONT.
Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL

We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S
Poultry Netting
These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by
The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.
For Sale by . . . .
The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.
And by — Hardware Jobbers throughout the Dominion.
James Cooper, Montreal, General Agent for our Railway Fencing.

Fishing Tackle.

ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**
TRADE MARK
The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

HARDWARE DEALERS' MAGAZINE
Largest Circulation in its field in the World
One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

2500 Barrels Portland Cement
LION BRAND
May - June arrival, by direct steamers from Belgium, for sale, low.
Write for Quotations.
J. WATTERSON & CO., MONTREAL

Works
Anderson, Ind.

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES

Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate
our seal

but not our
increment cut.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PARADIS & JOBIN have been appointed curators of Antoine Rossignol, general merchant, St. Phillipe de Nery, Que.

W. H. Paulin, tinsmith, Simcoe, Ont., has assigned to H. E. Copp.

The Pratt Manufacturing Co., die manufacturers, Montreal, have assigned.

Samuel Archibald & Son, manufacturers fertilizers, Truro, N.S., have assigned.

McDonald, Hanrahan & Co., general merchants, Sydney, N.S., have assigned.

John Hamilton, general merchant, Blenheim, Ont., has assigned to Edward Wilson,

A meeting to appoint a curator for H. Dufour & Co., general merchants, Murray Bay, Que., will be held on May 11.

An offer of 65c. on the dollar has been refused by the creditors of W. J. Armstrong, hardware dealer, Vernon, B.C,, and he has been ordered to wind up his estate.

PARTNERSHIPS FORMED AND DISSOLVED.

M. S. Taylor & Co., general merchants, Mansonville, Que., have dissolved.

Hunter & Sheldon, general merchants, Brome Corner, Que., have dissolved.

Martin & Lapierre, general merchants, St. Dominique, Que., have dissolved.

J. Webb & Co., general merchants, North Bend, B.C., have dissolved, John Webb continuing.

Norbert and Aime Allard have registered as partners under the style of N. Allard & Fils, contractors, Montreal.

Simard & Godin, coal and wood dealers, St. Johns, Que, have dissolved, both continuing on their own account.

Jos. Ouellet and Elisee Paquet have registered as partners, under the style of Ouellet & Paquet, machinists, Quebec.

George D. Bark and George Ricketts have registered as partners, under the style of Bark & Ricketts, contractors, Montreal.

George Beatty and John Beatty, jr., have registered as partners, under the style of George Beatty & Bro., contractors, St. Lambert, Que.

Scott, Milne & Co., commission merchants, Vancouver, B.C., have dissolved, McDonald retiring, the style now being Scott & Milne.

Eugene and Jos. R. Raymond have registered partnership under the style of Raymond & Fils, general merchants, Ste. Anne de Beaupre, Que.

George Etienne Tourigny and George E. Dorais have registered as partners under the style of Tourigny & Dorais, general merchants, Victoriaville, Que.

A new co-partnership has been registered between Wm. Coughlan and James Day, under the style of Coughlan & Day, general merchants, Crapaud, P.E.I.

C. Willoughby, lumber dealer, Regina, Man., has admitted W. H. Duncan as partner. The new firm will add hardware to its business, and open up in a store on Scarth street, Regina.

SALES MADE AND PENDING.

The stock of T. E. Perkins, general merchant, Stouffville, Ont., has been sold.

The assets of Jos. Levasseur, general merchant, Bic, Que., are to be sold on the 11th inst.

Duncan Blackburn, general merchant, Plaisance, Que., is selling out and closing up business.

The stock of H. Mennier, carriagemaker, St. Liboire, Que., has been sold at 60½c. on the dollar.

The stock of A. J. Landrian, general merchant, L'Orignal, Ont., has been sold at 64c. on the dollar.

The stock of G. L. Pelletier & Co., general merchants, Matane, Que., has been sold at 35½c. on the dollar.

The assets of G. E. Perre, agricultural implement dealer, Cap Chatte, Que., are advertised for sale on the 13th inst.

CHANGES.

James Hodge, general merchant, Winterbourne, Ont., has removed to Harriston.

W. J. McBride, hardware dealer, Toronto Junction, has sold out to E. R. Rodgers.

Napoleon St. Amour, tinsmith, St. Scholastique, Que., is moving to Lachine.

Sarah E. Pedlar has registered proprietress of the Pedlar Metal Roofing Co., Montreal.

N. I. Belisle, general merchant, Clarence Creek, Ont., has removed to Papineauville, Que.

James Whitman, blacksmith, etc., Shakespeare, Ont., has been succeeded by V. Daub.

C. H. Finkle, carriagemaker and undertaker, Newburgh, Ont., is adding harness to his business.

Poustie, Stewart & Burgess, general merchants, Aylmer, Ont., are advertising their intention of retiring from business.

Dame Celina Simoneau has registered as proprietress of Simoneau & Cie., general merchants, Sherbrooke.

Rosina Guillet, wife of J. K. Bellon, has registered proprietress of J. K. Bellon & Co., awning manufacturers, St. Louis de Mile End, Que.

Mrs. Marie Bousquet, wife of Magloire Benoit, has registered as proprietress of the firm of Benoit, Magloire & Co., general traders, St. Hyacinthe, Que.

FIRES.

James McLatchie, machinist, Cardinal, Ont., has been burned out.

NEW COPPER TELEGRAPH LINE.

WHEN completed, the new transcontinental copper telegraph line between Montreal and Vancouver will be about 2,900 miles in length, probably the longest direct land line circuit, for daily work, in the world. A signal will take about one-fifth of a second in passing from one end of it to the other.

A great deal of trouble has been experienced in the past, through wires coming in contact with each other, owing to the breaking of the glass insulators to which the wires are attached, especially in the vicinity of school houses and gravel trains. Tests were therefore made at McGill University to ascertain the comparative resistance of glass and porcelain insulators, with the result that porcelain proved to be much superior to glass as a resistant to blows from either stones or bullets.

The copper wire for use on this line has to be up to a high standard. It must be 97 per cent. pure copper, be within a thousandth of an inch of .137 of an inch in diameter, be perfectly cylindrical, and weigh within four pounds of 300 pounds to the mile. Each six inches of wire must be capable of being twisted 30 times, and of being twisted six close turns around another wire of equal diameter, and of being unwound without breaking. It must also stand an average strain of 975 pounds, and before breaking it must have stretched at least 1 per cent. The wire to be used is manufactured by the Dominion Wire Manufacturing Co., and is being tested at the applied science department. In the test so far it has more than come up to the standard.

Puritan Wickless

Blue Flame Oil . . Cooking Stoves

Only 3 simple parts constitute the burner.

GUARANTEED IN EVERY RESPECT.

Do not be discouraged if you have found other makes unsatisfactory. We know what we have and state facts only. Our stoves will surprise you.

AGENTS WANTED EVERYWHERE.
SEND FOR CATALOGUE.

R. BIGLEY, CANADIAN AGENT. **Toronto.**

Established 1860. **Incorporated 1895.**

THE REASON WHY

"Crescent"

Steel Agate Ware

is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1980 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper . . **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Photographed from Horse Nails made in Canada.

"HOT FORGED." **"MONARCH."**

About fifteen per cent. of all hot forged nails are made from short pieces of rod, welded together in blacksmith's fire. This causes split nails as here shown.

We have the only process using a Graduated reduction and continuous rod in the coil. We do not make any split nails.

Nails made by our process are the only perfectly safe Nails to use.

Maritime Nail Co. Limited.

Saint John, N. B.

Sole Manufacturers.

Dunlop Staff—Mac Campbell, Manager Winnipeg and N.W. Depot.

THE DUNLOP TIRE STAFF.

A BRIGHT lot of young men are shown in this issue in the persons of the staff of the American Dunlop Tire Co. Manager Garland believes in surrounding himself with young men full of energy and enthusiasm.

At the head offices it is reported that the business in Canada thus far this year far exceeds that of last year—the banner year of the Dunlop tires in Canada. Mr. Garland believes that the better the article the better it will stand good advertising, and certainly the publicity department of the company is handled with skill and originality. They make it easy to see bicycles fitted with Dunlop tires.

AN UNIQUE INVENTION.

Professor Ripper, of the Sheffield University College, has just, according to an English paper, patented an invention which is attracting a good deal of attention in the engineering world. The invention consists of an instrument to indicate the power which is being exerted by a steam engine. Hitherto this information has only been obtainable by means of the ordinary steam engine indicator. This is, however, a laborious and far from satisfactory process. Professor Ripper's instrument consist of a small valve box attached to the side of the engine, with which is connected a double-pressure gauge. One of these gauges reads continuously the mean pressure acting on the impulse stroke of the piston, and the other gauge indicates the pressure on the exhaust stroke. The difference between the two readings gives the mean effect of the pressure upon the piston. It is thus possible to observe by a finger on the gauge all changes in power through which the engine may be passing from time to time. The instrument is simple, it is working continuously, and the reading is always at hand.

Dunlop Staff—F. D. Macfie, Northern Ontario.

Dunlop Staff—R. Garland, General Manager for Canada.

THE USE OF HARD STEEL.

ENGINEERING, March 4, has an editorial on the use of steel in which attention is called to the increasing application of the harder varieties for important purposes where only the milder grades were supposed to be allowable. Thus, in steel rails the latest specifications of the New York Central are quoted as demanding a 100 lb. rail running .65 to .70 in carbon. To this departure, also, may be laid the excellent service given by steel axles under continually increasing wheel loads. The experience of Mr. Metcalf is quoted, in finding a rod with 0.97 carbon giving the best service in steam hammers. Bicycle tubing shows similar results. The difficulty in using hard steels for structural purposes lies in the trouble experienced with them in the workshop. Punching and shearing are very difficult and attended with ruinous results to the material. While the working range of the soft steel does not increase as fast as the ultimate strength, with the hard grades this is the reverse, a spring steel having its elastic limit raised very considerably by the hardening process. For practical purposes it may be said, in fact, that the elastic limit is raised up to the breaking point of the hard steel, and this point is unaltered by the hardening treatment. This is further confirmed by tests made on hard drawn piano wire, where the results obtained ran up to 270,000 pounds per square inch for the elastic limit, and from 290 to 335,000 for the ultimate strength. The banner test was that of a wire broken at the Watertown Arsenal, which gave way at 460,000 pounds per square inch. Bauschinger has proven that the elastic range of a metal, and the safe working stress are intimately connected, and Dr. Pole's observation that the elastic range is increased by hardening as well as the elastic limit is therefore of great value. The whole process of tempering springs derives its advantages from this fact. The only use for hardened steel so far in the arts has been for hard-drawn steel wires for cables on bridges.

Dunlop Staff—Mr. Weiler, Vancouver Island Depot.

Dunlop Staff—F. H. Tippet, St. John, N.B., Depot.

Dunlop Staff—J. WORRALL, Mechanical Superintendent.

The chief advantage here is the obviation of danger from flaws, the subdivision of the metal being so great; for a flaw in hard steel is very much more dangerous than in mild, since an unyielding metal gives no notice of coming failure.

THE DISCOVERY WAS ACCIDENTAL.

The discovery of the Bessemer process of making steel was largely accidental. While Sir Henry Bessemer did not invent steel, he discovered a process for its manufacture that has revolutionized the iron and steel working industries of the world. When he first begun his investigations he had no knowledge of chemistry and metallurgy, but he visited many places where iron was wrought, and "kept his eyes open." He noticed that in the slow process of "puddling" the particles of molten metal were gradually brought into contact with the air. This seemed to, in time, produce a fair quantity of steel. Shortly after, while recovering from a severe illness the idea came to him of blowing air through the melted iron.

The result of his first experiment was not quite satisfactory, but encouraged him to make a second trial, the product of which was malleable iron. By further experiment it was discovered that by interrupting the process before the decarbonization of the iron was complete the product was steel of a good quality,

This process of reduced iron was so rapid and simple that it immediately caused a revolution in the iron trade. Before the Bessemer process came into use, the production of steel in Great Britain was only 50,000 tons a year, and the average price was $250 a ton. In 1877, when the general condition of trade was greatly depressed, the Bessemer mill alone turned out 750,000 tons of steel, at an average price of $50 a ton. The coal consumed in producing this was less by 3,500,000 tons than would have been required to produce the same quantity of steel by the old, or Sheffield process. The present reduction in the price of steel manufacture through the use of the Bessemer process is, for England, about £30,000,000 a year, and for the world over $200,000,000 a year, or equal to the entire output of gold for the same period.

Dunlop Staff—W. A. SHAW, Ontario Representative.

Dunlop Staff—W. D. BRISBIN, Eastern Representative.

Dunlop Staff—F. E. MORAN, Toronto Representative.

IMPORTANT INJUNCTION DECISION

The Magnolia Metal Co. begs to inform users of bearing metals and the trade generally, that on the 20th day of April, 1898, in the United States Circuit Court for the southern district of New York, it secured a permanent injunction against Benjamin and Moses Lowenstein, trading as B. Lowenstein & Brother, and as the Nassau Smelting and Refining Co., New York, restraining them from offering for sale or advertising "Mongolia Anti-Friction Metal," which metal they were advertising and selling as "Magnolia Anti-friction Metal," and which was calculated to deceive the public.

Dunlop Staff—J. WESTREN, Accountant.

The great success of Magnolia metal as a journal bearing for all classes of mechanical work has caused numerous competitors and rivals, during the past 12 years since Magnolia metal was first put on the market, to offer imitations of Magnolia metal, claiming them to be "the same as Magnolia metal," "as good as Magnolia metal," etc. A number of such cases have been investigated, and they have invariably been found to be frauds, and, believing that few people countenance such methods or practices The Magnolia Metal Co. desire, once more, to warn users of babbitt metal and dealers generally, to beware of all such attempts and fraudulent imitations.

Dunlop Staff—HARRY SYMS, Montreal Depot.

Plumber and Steam-Fitter

BRISK BUILDING OPERATIONS IN TORONTO.

PERMITS issued in Toronto last month amounted to $208,340, as compared with $117,175 for April of last year, and $206,870 for the first four months of 1897. The total for the first four months this year is $561,020, the largest for six years. A large proportion of the buildings erected have been residences of the better class.

Permits have been issued this week to Gordon & Helliwell, architects, for alterations to a residence at 149 Rusholme road, to cost $1,000; to R. E. Menzie, for a two-storey and attic brick house, at 130 Jamieson street, to cost $3,000; to John Chambers, for a two-storey frame cottage on Main street, at the Island, to cost $1,200; to E. Hooper, for alterations to building at 92 Adelaide street east, to cost $3,000; to W. Ross, for alterations to store and building at south-east corner Bay and King streets, to cost $6,000; to Wm. Ross, for alterations to the store at 5 King street west, to cost $5,000, and to the Toronto Ferry Co., to erect a grand stand at Hanlan's Point, to cost $2,200.

PLUMBING AND HEATING NOTES.

THE executive committee of the National Master Plumbers' Association have commenced making arrangements for the annual convention of that body, to be held this year in Quebec, in the latter part of June. Mr. Wright, the president, is now on his way to British Columbia, and will visit all the local associations in the west.

St. Andrew's Church, Perth, will be improved to the extent of about $9,000 this spring.

It is reported that building mechanics will have a good season's work in Brandon this year, perhaps the best in five years.

Auguste Marineau and Joseph Labelle have registered as partners under the style of Marineau & Labelle, plumbers, Montreal.

The Merchants Bank of Halifax will soon commence the erection of their new building in Moncton, N.B. It will be of stone, and will be three storeys high.

The Winnipeg Coffee and Lodging House Company has purchased a lot on Lombard street, that city, 66 feet square, about one block from Main street, upon which they will erect their new block.

Purdy, Mansell & Mashinter, plumbers and steamfitters, 46 Adelaide street, Toronto, have dissolved, A. S. Purdy and Richard Mansell continuing under the style of Purdy & Mansell. Albert Mashinter has retired.

H. G. Parson, general merchant, Golden, B.C., has installed an acetylene gas generator in his store, and it has proved satisfactory. It is likely several other business men of Golden will follow Mr. Parson's example.

PLUMBING AND HEATING CONTRACTS.

Purdy & Mansell, plumbers, Toronto, have the contract for the plumbing and for the Simpson extension at 14 Richmond street west, Toronto.

FRENCH NATIONAL OFFICE OF COMMERCE.

A MISTAKEN idea as to the objects and sphere of action of the French National Office of Commerce seems to prevail, especially in Great Britain, and it may not be amiss to call the attention of our readers to the fact that the new national office of commerce is not a general bureau of information regarding trade matters, but is exclusively intended to supply information to French manufacturers, merchants and exporters with respect to foreign markets, and to encourage the extension of trade between France and foreign countries, as well as between France and its colonies and possessions.

The offices of the institution are in the building of the Chamber of Commerce of Paris, at 3 rue Feydeau. The Chamber of Commerce has given the premises rent free, and has also gratuitously placed its excellent library at the disposal of the office. The expenses of the office have been provided for by the Government, the Ministry allowing in its budget a sum of 70,000 francs to be paid over yearly to the Chamber of Commerce for the maintenance thereof.

In order to render more complete the information obtained through consular or diplomatic bodies and through commercial agents, the Minister of Commerce shall appoint as correspondents of the office a number of French manufacturers and merchants, having their establishments either in France or in the colonies or abroad, their services to be given gratuitously.

The office is governed by a general committee and by an executive committee, the president of the general committee being the Minister of Commerce, and the president of the executive committee being the president of the Chamber of Commerce of Paris for the time being.

PLUMBERS' STRIKE AVERTED.

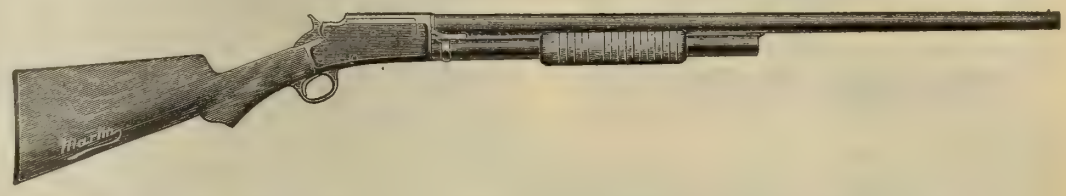
Last week the journeymen plumbers of Winnipeg gave their employers notice that they would strike on Monday, this week, if their wages were not advanced from 25 to 30c. per hour. A meeting was held between the master plumbers and the journeymen, on Saturday evening, and an agreement was reached, the men returning to work on Monday morning.

A. J. Cameron, general merchant, Tiverton, Ont., has bought out the house and store of John Hiles, Armow, and has moved his business to that place.

A GOOD SHOTGUN.

THE Marlin take-down repeating shotgun, model 1898, manufactured by the Marlin Arms Co., New Haven, Conn., which is expected to be ready for shipment about June 1, has some remarkably good features.

The aim of the Marlin company has been to produce a medium light-weight shotgun that should combine the elegance of outline, perfection of balance, ease of taking apart and quality of finish of the best guns, with the superiority of sighting and shooting of the single barrel, and also possessing the rapidity of fire and magazine capacity of American repeating rifles, and they claim to have been successful.



One of the best features of this gun is that, when closed, the breech-bolt fills the opening in the frame completely, adding, as will be seen by the accompanying cut, to the neat and pleasing appearance of the arm greatly, as well as being of immense service in keeping out sand, dirt, pine needles, etc.

The rear end of the magazine tube, which is only a thin shell, is not cut into or weakened in any manner, nor is the thread on the rear end of the barrel, which holds the barrel portion to the action, cut into or cut away, but this most important thread is left complete and perfect, so that there is just as much metal in the union, and exactly the same distribution of this metal in a Marlin take-down as in a solid gun.

Another good feature is that, by taking out one screw, the breech mechanism can be removed from the frame in the Marlin repeating shotgun. This will give this gun an attraction for many people who appreciate a gun that can be taken apart by a person who is not an expert.

A 194-page catalogue can be secured by sending 3c. in stamps to the Marlin Arms Co., New Haven, Conn.

MONEY EASIER, EXCHANGE HIGHER

The exchange market has at last rallied from its long-continued depression, and rates, for the first time in two months, are above the gold-importing point. The principal causes for the advance in rates are the easier tone of the money market and the exhaustion of the supply of exchange accumulated here in loans during the winter. These holdings seem to be thoroughly liquidated, and, while enquiry has been dull, the supply of commercial bills was only moderate ; in fact, during the greater part of the week transactions were slow and the market exceptionally dull. The hardening tendency was assisted by the selling of stocks for foreign account early in the week, but later on London bought securities here, and the accompanying offering of bills had a perceptible effect on rates, which were much weaker on Friday. — Bradstreet's, April 30.

OTTAWA CORRESPONDENCE.

OUR TRADE WITH JAMAICA.

OTTAWA, May 5 (Special).—The Department of Trade and Commerce have just received a report from the Canadian Government agent in Jamaica, in which bitter complaint is made of the injury being done Canadian trade by the inefficient steamship service. There are but three steamers per month between Halifax and Jamaica, and, as they call at Bermuda, it takes some ten days to make the trip. The direct line of ships trading to New York do it in five days, and, as they run weekly, almost the whole of the trade goes to New York. The people living in Jamaica have been using British and Canadian goods largely, and prefer them, but, on account of this inefficient steamship service, are being driven to the United States altogether.

NEW TARIFF REGULATIONS.

The regulations to be issued by the Customs Department cannot now be issued, but have to be held until the Act is amended. They will, however, be ready, and will be sent out at the same time as the amendment passes the House. F.J.D.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

MICA PIPE COVERING

Manufactured only by **The Mica Boiler Covering Co., Ltd.,** also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

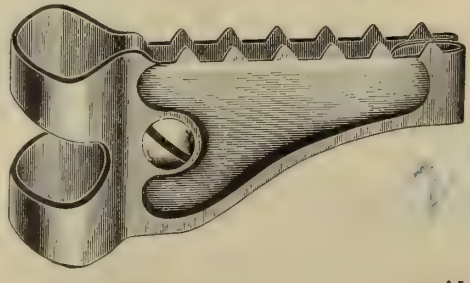
9 Jordan St., TORONTO, CANADA.

PATENTS PROMPTLY SECURED

GET RICH QUICKLY. Write to-day for a free copy of our big Book on Patents. We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts,** Temple Building, Montreal.

BICYCLE SUNDRIES

Toe Clips, Coasters, Wrenches and Bicycle Pad Locks.



— ALSO —

"Giant" Metal Sash Chain.—Pulleys.—"Red Metal" and Steel Sash Chain, Pad Locks, and Rat Traps.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

Send for Sundry Catalogue.

Bridgeport, Conn., U.S.A.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, OWEN SOUND.

ISLAND CITY

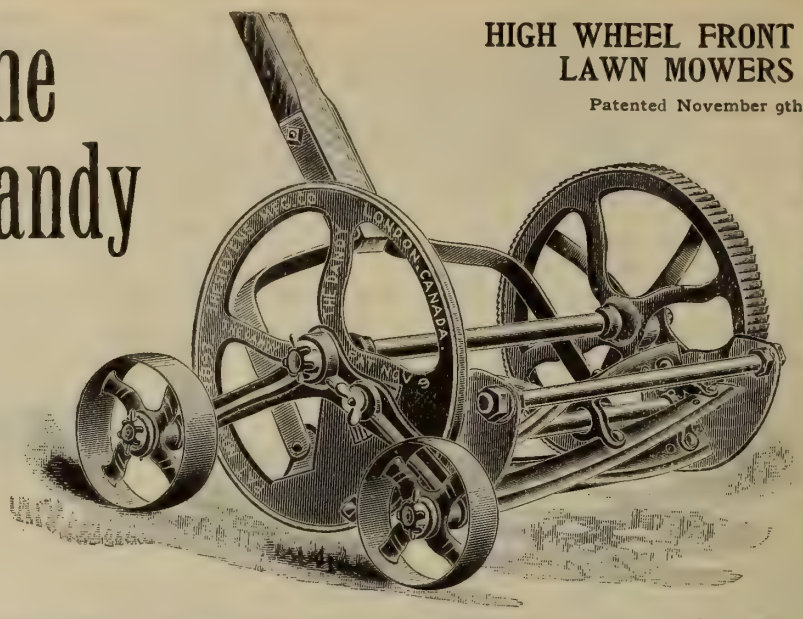
Paint and Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

The Dandy



HIGH WHEEL FRONT CUT LAWN MOWERS

Patented November 9th, 1897

Thoroughly tested and found right. The latest and best mower on the market.

POINTS OF MERIT

Lightness, Durability, Easy and Noiseless Running and Perfect Working.

Its great advantages over all others:

1. The one wheel gear. 2. The front cut.
3. Simple manner of adjusting.
4. The absence of trailing wood roller.

For full particulars, prices, etc., write

THE STEVENS MANFG. CO., London, Ont.

If you handle these lines your trade will be brisk.

QUICK MEAL

Blue Flame Oil and Gasoline Stoves

have a continental reputation for reliable worth.

They're famous sellers, attractive, trustworthy and economical, in a full line of styles and sizes to suit all needs.

Send at once for catalogue and price list, your stock is not complete without them. We are sole Canadian Agents.

We are filling orders for our '98

Oxford Gas Range

Both ovens 16 x 16 x 11½; Reversible Oven Burners; Flush Top; Quick Opening Valves, and other notable features, at a reduced price.

Let Us Hear From You!

The Gurney Foundry Co., Limited, Toronto

The Gurney-Massey Co., Limited, Montreal.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

Joseph Rodgers & Sons' Cutlery

We would strongly caution Retail Hardware Merchants and the General Public against Imitation makes, bearing such names as **"Joseph Rodgers & Co," "Rodgers & Son,"** etc., etc., as none are **Genuine** unless bearing the Trade Mark on **each blade.**

James Hutton & Co. Sole Agents for Canada, 15 St Helen Street, ***Montreal***

CURRENT MARKET QUOTATIONS.

May 6, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	3 25	3 50
I.X., "	4 00	4 25
I.X.X. "	4 75	5 00
I.XXX., "	5 50	5 75
D.C., 12½x17	2 75	3 00
D.X	3 50	3 75
D.X.X	5 50	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base...	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs / " 14x60 " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¼	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
3 "	....	0 11

Steel Boiler Plate.

-16 inch	....	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2 20; ¾ inch, $2.62½; 1 inch $3.60; 1¼ inch, $4 75; 1½ inch, $6.20; 2 inch, $8.30.

Galvanized, ½ inch, $3.80 to $4; ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.75 to $9.20; 1½ inch, $11.15 to $11.80; 2 inch, $15.20 to $16.

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4 .... 0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	0 03½
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe. in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 11	0 11½
Standard	0 10½	0 11
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09¼	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon..	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt ..	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb..	....	0 10
" Umber, " " ..	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ocbre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21½

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 48

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 2

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	(15 p.c.	2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb.	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door, per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¼
Screw hook and hinge—		
6 to 12 in., per 100 lbs.	....	3 15
14 in. up, per 100 lbs.	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per gro. pair.	
Spring	....	9 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list		
Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

h, per gross	1 05	2 50
Chalk, "	1 90	

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d.................................. 2 50
4 and 5d............................ 2 25
6 and 7d............................ 2 15
8 and 9d............................ 2 00
10 and 12d.......................... 1 95
16 and 20d.......................... 1 90
30, 40, 50 and 60d. (base).............. 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz...... .... 0 00 19 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz...................... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L...................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6.......................... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz...................... 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	8	9
⅜ in......................	8½	9½
¼ and 5-16 in.	9	10
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb....................... 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz................. 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz............... 2 20 3 00

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..............................
Copper tacks .... ½
Leather carpet tacks ....
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd....................	....	....
Plain twist..................	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 1 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

STAR

HACK SAWS
BUTCHER SAWS
BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than $1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all her kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO. 93 Reade Street NEW YORK

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

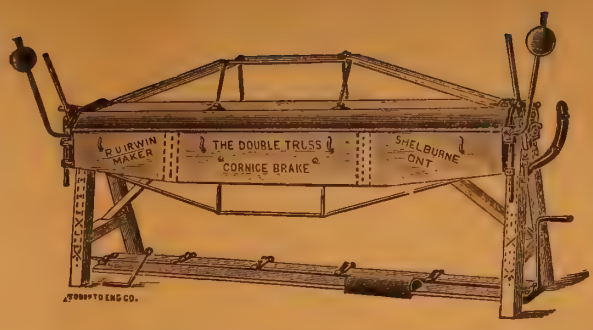
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This Brake binds 22-gauge iron and lighter. . . .

Price, $50.

Very handy Beader Attachment, $10 extra. Address,

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❀ **Meakins & Co.** Montreal

BRUSHES

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

CHURCH'S ALABASTINE

The Permanent Wall-Coating.
Does not RUB or SCALE from any hard surface.
Coat over coat can be applied.
No more washing or scraping of walls necessary.
Alabastine is The Sanitary Wall-Coating.
Displaces Kalsomines, which decay on the wall.
Equally adapted for Ornamental work and plain Tinting.
Pleases Painters as well as the general public.
Easily applied by anyone who can handle a brush.
Sixteen beautiful tints and White.
Put up in Five-pound packages, and never sold in bulk.
Ready for use by mixing in Cold Water.
No hot water being needed, SAVES TIME AND WASTE.
Full directions for use on every package.
"The Decorator's Aid" furnished painters, free.
Ask your dealer for Tint-Circular showing colors.
BEWARE OF IMITATIONS bearing similar names.
Sold by leading Hardware and Paint dealers everywhere.

THE ALABASTINE CO'Y. (LIMITED) PARIS, ONT

ANYONE CAN BRUSH IT ON, NO ONE CAN RUB IT OFF.

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

STILL TO THE FRONT

Our competitors have been trying now for many years to bring the quality of their paints up to equal ours. You know the result. ROBERTSON'S still ahead.

Ours are easier applied, give a better finish and last longer than others. What more could you want? If you have not yet already ordered, let us hear from you at once. We can guarantee prompt shipment although we are working night and day as it is.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

☞ Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, MAY 14, 1898 | No. 20

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar, and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

497 Cases

of "QUEEN'S HEAD" Galvanized Iron arrived by the first steamer from Bristol to Montreal, including shipments for all parts of Quebec and Ontario. The old brand maintains its popularity.

JOHN LYSAGHT, Limited,
Bristol and Montreal.

You can buy lower-priced Iron, but you can't buy cheaper.

A City's Confidence.

Toronto stamped its faith in the saying "Quality Counts," and in no uncertain way, when it ordered "Safford" Radiators for its new City Hall and Court House a short while ago. That was a test worth having—the "Safford" stood the test.

Judged from its absolute freedom from a single chance of leaks (screw-threaded pipe connections)—its ability to stand nearly double the pressure of any other radiator (140 pounds to the square inch)—its quick, free and positive circulation—durability—style—finish—it won, and won easily. A city's confidence is worth having.

The Safford Radiators.

The Toronto Radiator Mfg. Co., Limited, Toronto, Ont.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

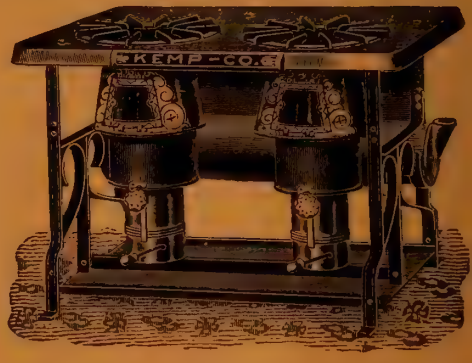
THE BOOTH COPPER CO.
Limited.

TORONTO

Kemp's

Blue Flame

Oil Stoves



Only Stove made with Solid Drawn Inside and Outside Burner Tubes.

No Side Seams to leak.

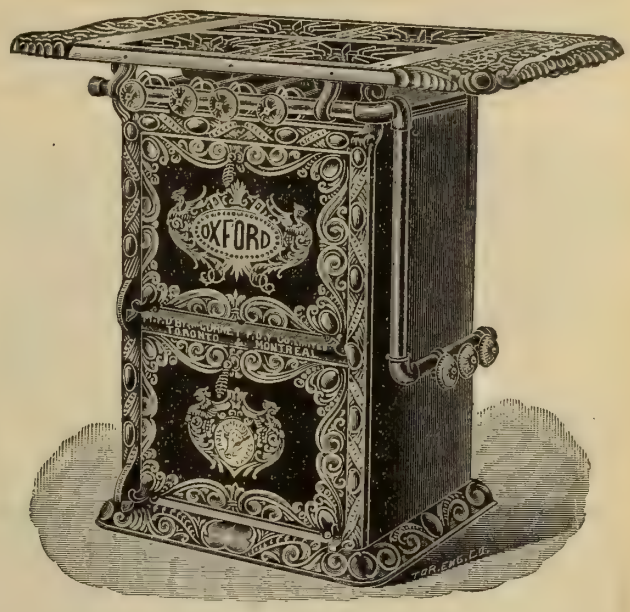
No Perforations to be easily filled up with dirt.

HANDSOME IN APPEARANCE.
SIMPLE IN CONSTRUCTION.
POWERFUL IN HEAT.
EASY TO OPERATE.
ECONOMICAL IN FUEL.
EASY TO TRIM AND RE-WICK.

KEMP MANUFACTURING CO.
Toronto, Canada

Your Trade In Summer Stoves

DEPENDS ON THE LINES YOU HANDLE.



GURNEY'S

Oxford Gas Ranges

Are well known and deservedly popular, and they are better than ever, and lower in price for 1898.

Flush Top, Reversible Oven Burners, Equal Sized Ovens 16 x 16 x 11½, and other improved features will commend them on sight.

We have also a full line of sizes and styles in the famous **QUICK MEAL** Blue Flame Oil and Gasoline Stoves, for which we are Sole Canadian Agents,

Write us at once for catalogues and price list, and prepare for the demand.

The GURNEY FOUNDRY CO., Limited — TORONTO, ONT.

The GURNEY-MASSEY CO., Limited, Montreal.

HORSE POKES

Pearson, Champion, Toronto, Climax, IXL . . . .

Snaths, *full line.* ***Cradles***

WRITE FOR PRICES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.

Standard Steel Toe Calks

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

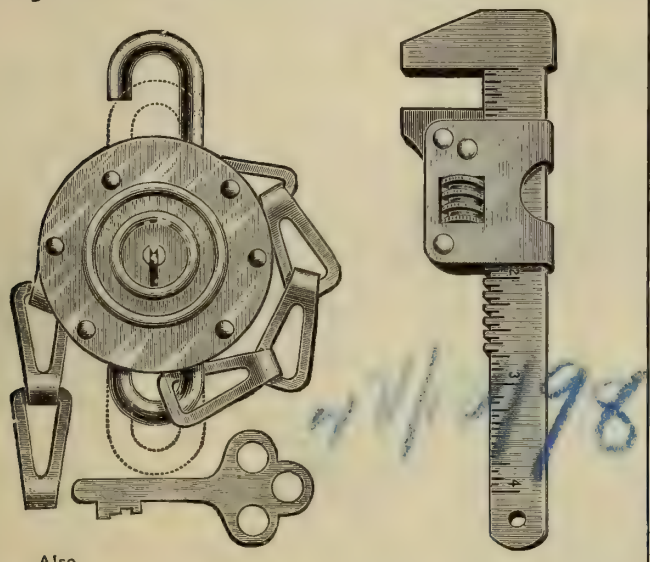
"WE MAKE 50 TONS OF PAPER DAILY."

Not by accident are the E. B. Eddy Co's Wrapping Papers so universally used--there's a strength in the fibre that pulls it towards the dealers who want paper that will stand wear and handling.

Hull Montreal Toronto

Bicycle Sundries

Toe Clips, Coasters, Wrenches, and BICYCLE PAD LOCKS



Also . . . .

"Giant" Metal Sash Chain, Pulleys, "Red Metal" and Steel Chain---Pad Locks, and Rat Traps.

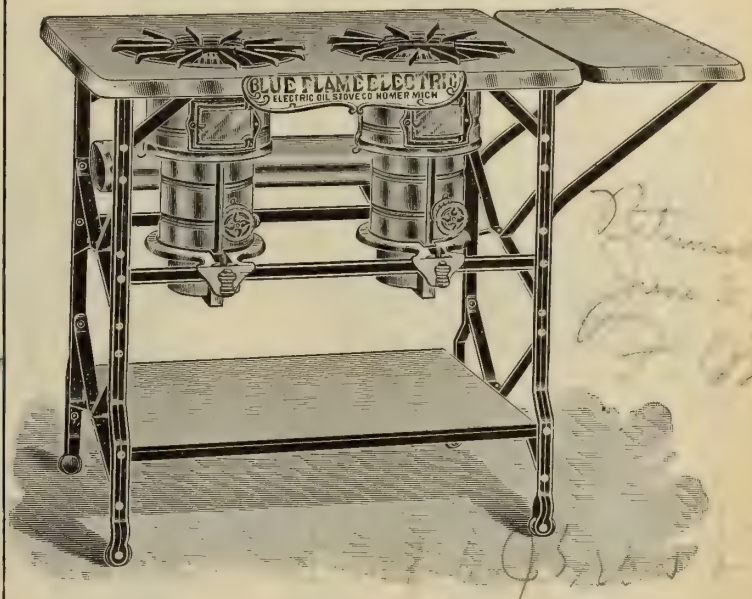
Manufactured by

THE SMITH & EGGE MFG. CO.

Send for Sundry Catalogue.

Bridgeport, Conn., U.S.A.

ELECTRIC... Blue Flame Oil Stove.



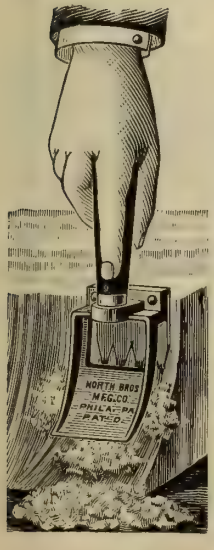
THE ONLY OIL STOVE made with Drop End Table. Produces the clearest Blue Flame, and has the best wick-raising device on the market. A perfect working, beautifully finished stove throughout.

Copp Bros. & Co., Hamilton, Ont.

Limited

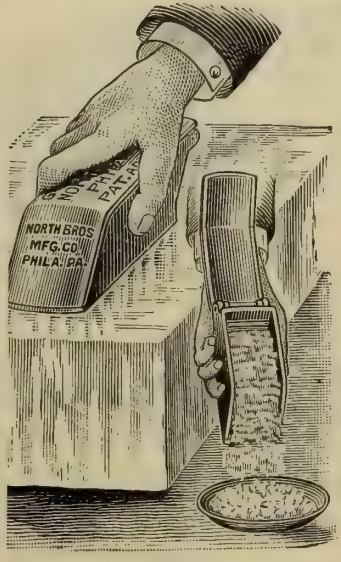
Toronto Branch—81 Queen St. W.

SUMMER SPECIALTIES



"CROWN" ICE CHOPPER

To chip ice in small pieces for use in ice cream freezers.



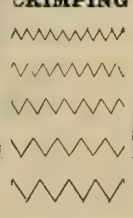
"GEM" ICE SHAVE

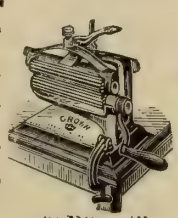
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

ICE CREAM FREEZERS

THAT SELL AND GIVE SATISFACTION.

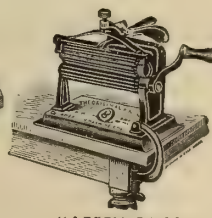
CRIMPING





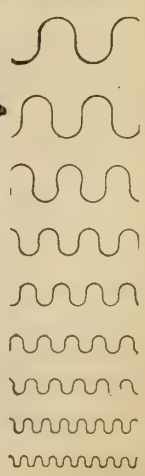
"CROWN" 4½-6-8 in.

"KNOX" 4½-6-8 in.



"AMERICAN" 5-6-7 in.

FLUTING



SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by...

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

A FINE TIME

THE weeks have grown into months already in this good year 1898, and it is only a question of days when the Ice-Cream season will be upon us.

It is now, therefore, a "fine time" for you to DECIDE what Freezers you are to sell this season. If you are handling

WHITE MOUNTAIN FREEZERS

you are selling the best freezer, from every standpoint in the world. They run smoothest, work quickest, and can always be depended upon to give the largest satisfaction to every user. If you are not selling these time-tested, never-failing freezers, allow us to enforce upon your mind the fact that White Mountain Freezers are the acme of perfection. There is nothing better made; there cannot be, for they include all the best features of every other freezer, besides many exclusive improvements of undoubted excellence.

Go where you will, the best people demand White Mountain Freezers because they are the product of the ripest experience and can always be depended upon.

SEND FOR CATALOGUE

Write our agents to-day for information regarding our complete line of Freezers.

Sole Agents for the Dominion

The McCLARY MFG. CO.,
London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. HOWLAND, SONS & CO.,
Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co.,

Nashua, N.H.
U.S.A.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MAY 14, 1898 No. 20

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building, Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Friday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

IRON MATERIAL ADVANCING.

THE possibility of the coal strike in Great Britain affecting metal values was intimated in these columns some time ago.

The possibility has been made a certainty, as cable advices to commission men this week report radical advances in many leading lines of material.

Canada plates are a striking illustration in this connection, as importers who have tried to place orders have had them refused.

The difficulty with the makers of this material is that the steel works in Monmouthshire have been compelled to close down owing to the coal strike, while steel bars, the raw material for Canada plates, have advanced as much as 10s. per ton in the past fortnight or three weeks. This is a serious consideration with the makers, and a rise of 50 per cent. in England is another.

As a result of these conditions some makers are not accepting orders, while others, who care to take the chance, demand an advance of 5s. per ton, and, even at this rise, will only promise to make delivery as soon as the coal strike is over.

Another strong line is tin plates, which have advanced all the way from 9d. to 1s. per box; and orders in this case also are only accepted on the proviso that delivery depends on the settlement of the strike, as the works are closed down, and cannot be restarted until this settlement is effected.

This strength at primary points has led to an advance in spot prices in Montreal of 25c., and values are expected to go still higher unless the conditions alter. Terne plates have been similarly affected, with tin plate being advanced to the same extent, while cables quote sheet iron 5s. per ton higher all round in Great Britain, with further advance probable shortly.

The estrangement of the United States and Spain appears to be bringing about a reconciliation between John Bull and his long lost son, Sam.

CUSTOMS EXPERTS.

THE Montreal Metal and Hardware Association is determined not to let the matter of a Customs board of experts die for want of agitation.

The principle it contends for is one that will appeal to every importer of goods in Canada, viz., that experts should be more generally appointed for the different branches of trade who would constitute a board of Customs experts to settle all matters of dispute between the Department and the importing public.

The suggestion is that the board consist of five members, being one for each of the principal branches of trade, as follows:

(1) Dry goods; (2) hardware, oils, paints, etc.; (3) drugs, chemicals, fancy goods, souvenirs and jewelery; (4) groceries, provisions and fruits; (5) leather and shoe fittings.

The board of trade has again petitioned the Government in the matter, and its prayer is now under consideration, but whether it will be more successful than previous efforts in this direction remains to be seen.

From what HARDWARE AND METAL can gather the petition of the board of trade does not find much favor.

There are already, it is contended, experts at Montreal, Toronto, etc., besides what are known as general appraisers, which appears to be satisfactory to a good many in the Customs Department, notwithstanding the dissatisfaction it gives to the importers in the various branches of trade.

Always be in a hurry to wait upon customers, and never be in a hurry when waiting on customers.

TO SHIP VIA CANADA.

INSTANCES of the benefit which will accrue to Canadian transport lines, steamship and rail, owing to the war between the United States and Spain, are from time to time presenting themselves. Another instance is just being noted by the English trade journals.

Sheffield sends to the United States large quantities of celluloid for making handles for table cutlery, and the shipments have hitherto naturally gone to New York or some of the other ports in that country. The war, however, has made shipment by the old routes rather dangerous, and at least one large manufacturer in Sheffield has, therefore, decided in the meantime to forward his shipments to the United States via Canada.

While much of the ocean transportation, which has been turned toward Canadian ports in consequence of the war, will probably return to its accustomed channels when the cause which diverted it therefrom no longer exists, yet, there is no reason why a lasting benefit should not accrue to the Dominion.

There are unquestionably large quantities of goods shipped from Europe, and especially from Great Britain, which go by United States lines because the shippers have been in the habit of sending them that way, but which hereafter may reasonably be expected to travel by Canadian routes after having done so a few times.

TRADE WITH ENGLAND.

THE Department of Trade and Commerce are in receipt of a letter from the High Commissioner for Canada, London, Eng., suggesting that manufacturers supply the Canadian Government offices there with catalogues, price lists, etc., to enable the High Commissioner to reply to enquiries constantly being received in relation to trade with Canada.

The Deputy Minister of Trade and Commerce is about issuing a circular to the various boards of trade, inviting them to give effect to the High Commissioner's suggestion.

The numerous enquiries received at the Canadian Government offices in London, show that trade with Canada is becoming a live subject in England, and it but requires to be pushed by the Canadian Government to develop more largely than it has ever been. There is little doubt, but that the lesser rate of duty on goods from Great Britain is attracting the attention of the English trading community to Canada.

CANADIANS AS CONSULS.

"DON," in a recent issue of Saturday Night, touched upon a question which should set the Canadian people thinking, and the Canadian Government acting. We have reference to the suggestion that the British Government should appoint a few Canadian business men to consulships at places where the Dominion is most desirous of developing its trade.

The necessity for such appointments is not fancied ; it is real.

Our export trade of late years has grown enormously. Ten years ago it only aggregated $89,515,811 ; last year it had swelled to $137,950,250, an increase of about 52 per cent. in the decade.

In spite, however, of the development of Canada's export trade, the Dominion is seldom, if ever, mentioned in the reports of the British Consuls, who are as the sands of the sea for number. Indeed, as far as our memory serves us, we cannot remember even one solitary instance of Canada, or her products, being mentioned in such documents.

But the mere fact that mention of Canada and things Canadian is persistently avoided by the British Consular reports is not the worst phase of the matter. The worst is that Canadian interests are persistently neglected. Canada might be as the United States for all the benefit she derives from the British Consular Service.

There are some people in this country who urge that the Dominion should appoint consuls of her own. Those who hold this opinion are, however, a small minority indeed, but it is the unsatisfactory British Consular Service, as far as Canada is concerned, which has created this small minority.

But, while the great majority of the Canadian people, who have given the matter thought, do not want the Dominion to appoint consuls of its own, yet, they would undoubtedly favor the appointment of a few good Canadian business men to consulships in such places as would be to the commercial advantage of this country.

TOO HIGH-GEARED WHEELS.

IN some sections of the country there is a fad for high geared wheels, the folly reaching a point in certain instances, that calls for a word of warning from those best calculated to know the danger of pushing a wheel of too high a gear. This has been given by medical men and bicycle experts generally within the last few months.

It is true that some of the greatest of bicycle racers use very high geared machines, but there is a decided difference between a long trained, thoroughly seasoned athlete in racing costume riding a specially built wheel, a and young man, however strong of limb he may be, going out for an occasional spin after work, over rough or sandy roads, with their hills and hollows, on an ordinary wheel, even one of the higher grades. And it must be remembered also that more than one of the most notable exponents of high geared wheel riding have succumbed in the conflict, and are now either dead or physical wrecks.

That pushing a too high geared wheel is dangerous to health is admitted by all who have made even a slight study of cycling. That it robs wheeling of much of its pleasure is also true, for, instead of the easy, joyful ride along a country road, the high gear crank finds a hard, continuous round of exertion his lot, and arrives home nervous and irritable. The exertion tells chiefly on the heart, which, after reckless riding, will, without exception, be found beating irregularly, leaving the body in a state of exhaustion. It is such foolishness as this which will turn people from the wheel to other sources of amusement.

As the hardware dealer is interested in keeping the public interest in wheeling at its height, it behooves him to use every influence within his power to see that his customers get a wheel geared in proportion to their ability to run it.

Apart from business interests altogether a bicycle dealer has more or less responsibility for any ill-health among his customers due to riding a too high geared wheel, especially if he furnishes such a wheel to a novice in the art of bicycle riding, one who does not know what size of a gear he requires.

N. B. FERRO-MANGANESE.

THE following report is from Commercial Agent Beuteledacher, of the United States, at Moncton, on New Brunswick ferro-manganese: In the beds of "wad," or bog manganese, which are known to exist in large quantity in two places, and may, no doubt, be found in others, New Brunswick has a mineral product not existing elsewhere to any extent. The hard manganese ore that is found in pockets in the rock formation is, of course, quite familiar; but to find the material in a bed varying from 5 to 30 feet in thickness, immediately under the turf or first layer of soil, and so soft that it can simply be shoveled up without the aid of a pick, is novel in manganese mining.

To be available for commercial purposes, this pyrolusite, or manganese dioxide, must be converted into what is technically termed ferro-manganese. This must be done through the agency of a blast furnace. Hard manganese ore can be treated simply enough, but this bog ore, or "wad," after the 50 per cent. or thereabouts of water has been dried out of it, becomes a fine dry powder. Put it into a blast furnace, it would simply blow away.

The great aim of all experiments has been, therefore, to discover some suitable substance to mix with the powder to bind it together in such form that it would stand the furnace, and enable the operators to produce ferro-manganese, which, as everybody knows, is used in the manufacture of steel.

The reading public will remember that Edison, in his famous iron works in the New Jersey mountains, first separates the iron from the sand in the ore, and then takes this iron, which is also in the form of a fine sand, and, by employing a "binder," is able to convert the iron sand into iron bricks, which will stand the operations of the blast furnace. Such a process of treating the manganese bog ore has been discovered, and has stood the test, and is now to be applied by the Mineral Products Company of New York at the great ore bed of this ore, found at Dawson Settlement, half a dozen miles from Hillsboro, in Albert county.

The company has had the property examined and reported on by seven of the best experts in the United States and Canada, and the ore analyzed by ten of the principal steel makers and prominent chemists of the United States; and the result shows that the ore deposit is a valuable one. The analysis is as follows:

	Per cent.
Metallic manganese	48.24
Metallic iron	5.70
Sulphur	0.096
Phosphorus	Trace
Silica	1.88

It is only 5½ miles from the works to Hillsboro, where, at a wharf which the company proposes to construct, vessels of 1,000 tons can lie; and thus there will be direct water communication with Boston, New York, Philadelphia, and other American ports, and also with Europe by vessels which come there to load lumber. The vessel freight rate to United States ports is $1.50, and to British ports about the same. When the works are in full operation, it is expected that 50 tons of briquettes per day will be shipped to the blast furnaces.

A QUESTION OF BARBED WIRE.

A representative of HARDWARE AND METAL last week called on a subscriber who is a leading hardware merchant in an eastern Ontario town, and, during the conversation, prices, both American and Canadian, were discussed.

The merchant informed HARDWARE AND METAL that he had recently purchased barbed wire in Ogdensburg at $2 f.o. dock. Before doing so he asked for quotations from Montreal houses and was quoted American, $2.05, and Canadian, $2.20. Had he been able to purchase the Canadian article in Montreal at the same price as the American he would have done so, but he said he could not convince his customers that Canadian barbed wire was 15c. per 100 better than American, and the result was his order went to Ogdensburg.

He would prefer buying the Canadian article in Canada, but was under the impression that the manufacturer in Canada could and should be able to compete with the American.

ADVANCE IN ANTIMONY.

Antimony has experienced a sharp advance during the past week, the price now being 1½c. per lb. higher than before. Quotations are now 10½c. for cast lots and 11c. for small lots.

This advance is in sympathy with the outside markets, prices in New York having advanced twice during the past few weeks.

NOT SUFFICIENTLY "STAMPED."

A WRITER in an English paper complains of the frequency of insufficiently stamped mail matter being sent from this side of the Atlantic. "I suppose," he says, "that most of my readers who have correspondence with the United States and Canada are, like myself, frequently in receipt of letters and cards from the other side insufficiently stamped. Now, although our transatlantic cousins do certainly live in a big country, there is still a small portion of the earth's surface outside the United States and the Dominion combined. I trust, therefore, I shall be forgiven for once more reminding over-sea correspondents that 1c. on a post card and 3c. on a letter for Europe are not enough."

It is not the first time HARDWARE AND METAL has heard complaints of this matter. More care should be taken, as those who are in the habit of making such errors as those noted above "lose cast" as it were. Business men particularly should be careful in this matter.

WILL THE BERTRAM WORKS REMOVE?

It is rumored that the Bertram Engine Works Co., Limited, is looking for some location outside Toronto for its large shipbuilding industry. Lack of available space on the Toronto water front, together with other drawbacks connected with the present site, is said to be the reason for the contemplated change.

Up to the time of going to press HARDWARE AND METAL has not been able to obtain any more authentic information in regard to the matter.

The removal of the Bertram Engine Works from Toronto would be a great loss to the city.

BETTER FEELING IN WIRE NAILS.

The wire nail market in the United States has been in an unsettled condition for a few weeks and, as a result, buying over there has been somewhat restricted.

Last week, however, the American Steel and Wire Co., the recently organized concern, and the outside manufacturers came to an understanding as to price, and a better feeling is the result.

In Canada the situation is much as before, but lower prices are not looked for.

HINTS FOR HARDWAREMEN.

HAPPY is the ironmonger who never has dull times! Those who are afflicted with slack seasons ought, however, now that the bright days are upon us, to be busy preparing their stock of early summer goods for the inspection of prospective purchasers. If the ironmonger will at this season take the trouble to run over his stock which has been put away during the winter months (carefully or otherwise), he will find that sundry articles need careful attention, or he stands a chance of losing their sale. The businesslike ironmonger has been making use of the dull time, no doubt, in looking around and giving a little time to the "out of season" goods, getting them in trim ready for the time when he expects a demand for them, instead of waiting until there is a demand, and then finding out their defects. How many times has the sale of some little article been lost just because of some little defect that might easily have been put right by one of the assistants in his spare time! Here is a case in point. A customer wished to see a mail cart. The mail cart was brought out for inspection; it was up-to-date, and would have suited, but the customer noticed it had been slightly rubbed on the springs and wheels, and refused it. It was just damaged enough to prevent it being sold; it could easily have been touched up, and would have been as good as ever, but the customer would not have it done. In this case, the little time and trouble necessary to give it a finished appearance might easily have been found, but it had been forgotten; it was put away into the storeroom just as it came in at the end of the season.

LOOK AROUND THE STORE.

I have always found that it pays one to look around the stores at this part of the season to find out what requires a little attention. One may find, perhaps, that the bedsteads have been packed a little too close, and have got rubbed or slightly bent; or that the garden rollers and lawn mowers have gone a little shabby. Such things will well pay for a coat of paint. It is astonishing to find the value it gives an article which has got rather shop-soiled. The ironmonger should see, too, that the black part of garden tools are black and the bright parts bright. Nothing looks more deplorable than to see sundry garden tools lying about going rusty. Of course, the tools lying on the floor do stand a chance of getting shabby; but there is always a boy or an odd man whose business it should be to look to such things, seeing they were kept in proper order. One often hears the remark, "When I get time I will do so and so," but that time seldom seems to come. It must be acknowledged that a man can work with so much more energy when he has a rush of customers. It is then that he finds so much wants doing and so little time for it, but when the dull time comes he does not feel so much like "work," and is apt to overlook the particular jobs that require his attention the most.

A great many ironmongers might give a little more attention to the arrangement of their stock. It is pitiable to find some ironmongers' stock of "brassfoundry," well stocked as regards quantity, but badly arranged, samples being carelessly tied on the outside; some parcels in a state of collapse, with the tails of some taps pointing one way and some another; dresser hooks and sundries pointing various ways. This would not be the case if cardboard boxes were used instead of parcels for brassfoundry. They are much better for appearances' sake, better to serve from, and better in every respect for the stock. Stout cardboard boxes, with lift-off lids, should be ordered to suit the stock, and according to the accommodation. The front of each lid should be faced with a white card, and the pattern article securely fastened onto front of lid by means of fine brass wire. This does away with unsightly string, and the samples once fastened on are there, and present a respectable appearance to the customer. With the parcel, the sample article has to be tied on "securely with string," and should the parcel be nearly empty it is next to impossible to fasten it securely, the consequence being that the brass ware is apt to present a miserable drunken appearance. When boxes are used, the stock has a much better appearance, because so long as the sample appears all right the stock may be very low, and yet not show it to the onlooker. I am convinced that it pays the ironmonger to give attention to the brassfoundry departments. Nothing looks worse, to my mind, than to see untidy sundry fixtures. A customer generally "entertains himself" by glancing at the fixtures immediately before him, and if he has a good assortment to look at while the assistant is attending to his order, he is more likely to find among the assortment some little thing that he would scarcely have been likely to have asked for had he not seen it. A great deal depends upon the arrangement of the stock in fixtures. To secure neatness, I would do away with all parcels where possible, and substitute boxes, and for quickness they cannot be beaten.

BRASS GOODS.

Brass goods always look well if properly shown. Take the wall cases, for instance. If a few sundries in brass are mounted orderly, they always attract attention. Let the back and bottom of the showcases be covered with green baize, or, better still, a dark-colored velveteen, and then carefully set out your brass goods; say, for the bottom, an assortment of finger plates, door knockers, table gongs, letter plates and sundry brass goods; and at the back may be fastened a few piano sconces, gas brackets, and anything that requires fastening to an upright. Few things look better than brass goods—or pay better—when properly managed.

Talking of managing a stock reminds me of the difficulty one finds in keeping a stock of tea trays in order. The great thing is to stock them without scratching them, when one wants to pull one out. If fixtures are made for them to lie down, they are sometimes lifted off and set down somewhere in a hurry and get damaged. If they are arranged so that they stand upright, their edges pointing outward, they are much better to get at; but when partitions are fixed it will often be found that there is too much space—when the stock is low—or they have to be forced in to get them all away when the stock is full; in either case they are liable to get damaged. I have found it best to arrange them so that they stand upright, edges facing outwards, but with movable partitions—that is, so that the upright partition slides into grooves in the top and bottom shelves. The grooves should be about one inch apart, and made so that the partition slides in and out freely. By this means it is easy to accommodate any size of stock by pulling out the sliding partition, and moving it to make the space either larger or smaller, so preventing the trays being forced in a space too narrow, or allowing them too much room, so that they can fall against one another and get damaged in that way. Only in the case of good trays do I provide a compartment for every three trays. I have found it pays to take great care in stocking trays, as they require as careful handling as plated goods. It will be found that they get spotted even when wrapped in paper if stocked long, and a good way to remove the spots is to get a soft chamois leather, dip it in flour, and carefully rub the tray with it, finishing off with another chamois or velvet cloth. Trays

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO
Limited
HAMILTON, ONT.

should always be rubbed with a soft leather after they are shown, before they are put into stock again.

SEASONABLE TRADE.

At this part of the year, the ironmonger possesses an advantage over most other tradesmen—there are so many things which come into season at once. Now it is that he finds he is badly off for show-room. He wants room to display the various seasonable articles, and realizes the advantage of two or three good windows in which to make a display. Soon now the building trade will be looking up, and the mechanic will want a few tools. A well-dressed tool window always pays for the trouble spent over its careful arrangement, and it is a singular thing, but a fact, that a tool window will always attract attention. It requires patience, and means a certain amount of extra trouble, to arrange and price so many small articles, but, all time and trouble considered, it pays to give it special attention. There is always a risk of some of the assistants taking from the window small bright articles to show, and replacing them again without oiling. The consequence is that a few articles frequently appear among the tools slightly rusty, and then the window at once assumes a second-hand appearance. I make it a rule that each one slightly oils any article that may be taken from the window before it be replaced.

A good many ironmongers find their trade in lawn tennis, and other sporting goods has not been so good this last year or two as it may have been previously. This, of course, is due to the bicycle, but I think we must admit the cycle trade which may be done compensates for the loss in other sporting goods. The ironmonger who does not deal in cycles is decidedly behind the times. If he cannot do a large trade in machines, he can do a good line in accessories. Patterns are continually altering, and this gives a chance to cater for the cyclist's fancies.

In the cycle trade, no other tradesman can give the satisfaction the ironmonger can, because every machine is liable to give a little trouble to the purchaser sooner or later, and it is then that the one in trouble has to seek the help of the ironmonger. Every ironmonger ought to be capable of repairing cycles, and should keep himself coached in the cyclist's requirements, so as to be able to send immediately for "the very part," if he is not able to supply it from his own stock.

My advice to my fellow ironmongers at this season is: Give as much time as you can to your old stock, to make it appear new, but do not neglect the chance of doing a good business in the latest stuff; buy the latest, sell the latest, and learn the latest requirements and fancies of your clients.—T. P., in Ironmonger.

The Object of Painting.

When a man undertakes to paint, his object is first to protect the material to which he applies the paint. To make it last longer. Next, to improve its appearance.

After he uses a few dollars worth of paint to protect hundreds and sometimes thousands of dollars worth of material.

What shortsightedness, what mistaken economy, what utter folly, to use anything but the very best.

You cannot advance ***one*** sensible reason why a man should paint with "cheap" paint. There is ***every*** reason why he should employ only the very best. He cannot use a paint that's too good.

The very best paint he can use is

THE SHERWIN-WILLIAMS PAINT

It's made for good painting. Good painting is the only kind of painting a man should do.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

LONDON BOARD OF TRADE.

THE annual meeting of the London Board of Trade was held on Friday evening.

The president, A. B. Greer, in his annual report, stated that they had joined with other boards in memorializing the Government for insolvency legislation, feeling that the requirements of the business community, in this regard, should not be overlooked any longer. A new insolvency bill had recently been introduced in Parliament, but there did not appear to be much chance of its becoming law this session.

It had been resolved that the question of the completion of a Pacific cable from British Columbia at the earliest possible date was one that demanded the careful and urgent attention of the Dominion Government.

The officers elected were as follows:

President, A. B. Greer; vice-president, W. A. Gunn; secretary, J. A. Nelles.

Council—Messrs. John Bowman, P. W. D. Broderick, John Campbell, Wm. Gartshore, W. R. Hobbs, J. W. Little, C. W. Leonard, John McClary, J. S. Pearce, W. J. Reid, T. H. Smallman and A. M. Smart.

Arbitration Committee—D. W. Blackwell, C. H. Elliot, John H. Ginge, L. H. Ingram, Robert Inglis, J. A. Kennedy, James A. Kennedy, John Mattinson, A. St. L. McIntosh, D. S. Perrin, P. Pococke, J. D. Saunby and S. Stevely.

Board of Examiners—Messrs. C. B. Hunt, E. B. Plewes, J. S. Pearce, J. D. Saunby and John Sutherland.

Western Fair Committee—Messrs. John Bowman, J. M. Dillon, J. W. Little, A. St. L. McIntosh, W. J. Reid and T. H. Smallman.

During the year, several freight and passenger matters were satisfactorily arranged, including a better train service between London and Owen Sound.

They had mememorialized the Government against the granting of the petition to permit their rates of charges for telephone service to be increased, and asking for an enquiry, by a commission, into the business, cost thereof, charges, profits, expenses, etc., of the Bell Telephone Co.

On motion of John Cameron and D. W. Blackwell, the new officers were instructed to place themselves in communication with the recently formed Retail Merchants' Association, with the intention of bringing about affiliation between the two bodies.

THE TOWN OF MITCHELL.

THE Board of Trade, of Mitchell, Ont., has just issued a small booklet giving a resume of the proceedings at the recent annual meeting, together with interesting information regarding the town.

Mitchell is a town of 2,200, twelve miles from Stratford, on the Buffalo and Lake Huron division of the G.T.R. It has fine, wide streets, a first-class system of waterworks for fire protection, and an arc electric light system. The debenture debt of the town is $36,780, on an assessed valuation of $682,000. It has a high school, a public school, a public library of 3,000 volumes, and two weekly newspapers. It is an outpost for the collection of duties, has four hotels, a branch of the Merchants Bank, a post office, two telegraph offices, and an opera house capable of holding 900 people.

A good export trade is done in Mitchell, a large number of cattle, and large quantities of pork products, grain, flour, oatmeal, tweeds, and hosiery being shipped therefrom annually. There are openings for several new manufactories, and the town would give exemption from taxation for a time to any new industry employing a number of hands. The creameries in the neighborhood had a successful season last winter, and it is probable a number of new ones will be running by next winter.

As will be seen from the following list all kinds of business and professions are represented in Mitchell :

Walter Thomson, oatmeal mill and grain merchant.

George Carter, Son & Co., grain merchants.

John Whyte & Son, pork-packers.

Alex. Hill & Son, foundry.

Dufton & Son, woollen mills.

Merchants Bank ; F. B. Holtby & Co., bankers.

Alden Burritt & Co., hosiery manufacturers.

Close Bros., brick and tile.

J. W. Cull & Co., milling company.

Davis & Eizerman, planing mills.

Andrew Forrester & Son, flax mill.

Wm. Clegg & Son, machine shop.

Stuart Bros., roller mills.

Merchants—T. S. Ford & Co., W. G. Murphy & Co., F. A. Campbell, Isaac Hord & Co., Fred Davis, Richard Babb, George Sawyer, Miss Jones, James Wills, J. & E. McLaren, W. H. Hill, Bell & Rogers, W. O'Dell & Co., Middlemiss & Rankin, J. J. B. Little, Weaver Bros., W. J. Levy.

Druggists—S. A. Hodge, W. R. Barley.

Tinsmiths—W. G. Wills, J. F. Middlemiss, McDonald & Werner.

Furniture and Undertakers—Stoneman & Son, Jas. Boyd, J. H. Flagg.

Harnessmakers—J. Broderick, J. E. Williams, C. H. Eisler.

Shoe Merchants—Thorne Bros., Ed. Seigel, Miss Keeler, Cole & Davidson, W. G. Murphy & Co.

Butchers—Jas. Dougherty, Geo. Larkworthy, John Whyte & Son.

Jewelers—Alex. Cameron, E. F. Davis, A. Goebel.

Bookstores—Fred. C. Hord, F. F. Davis.

Tailors—J. Phinnimore, Joseph Coppin, W. H. Cale & Son, W. H. Wills, J. J. B. Little.

Veterinary Surgeons—W. Shillinglaw, D. Hutchings.

Musical Instruments and Sewing Machines—J. L. Downey.

Produce Dealers—S. M. Edwards, M. Britton.

Blacksmiths and Carriagebuilders—T. McLaren & Son, Thos. Rooney, John Begg, Nichols & Brown, John Tilley.

Painters—Andrew Swan, Wm. Farrant, W. B. Wills, S. Salisbury, jr., G. L. Money.

Barbers—Lemon Bros., C. Pollakowsky.

Engineers and Surveyors—John Roger, Thos. Cheeseman.

Livery Stables—John Coffin, John Larkworthy.

Drayman—Wm. Schafer.

Masons and Builders—Samuel Edwards, John Way, Wm. Jackson, John Avery, Louis Yarco.

Photograph Gallery—W. W. Burgess.

Dentists—H. S. Anderson, J. B. Gerry.

Auctioneer and Implement Agent—Jas. Jones.

Implement Agents — Jas. Hutchinson, John Walsh, Arthur Mutton, Wm. Lashbrook.

Machinist—Robert Bell.

Conveyancer—Hugh Campbell.

Lawyers—Dent & Thompson, G. S. Goodeve.

Doctors—E. G. Wood, A. D. Smith, R. W. Hurlburt.

Cooper—Wm. Ryan.

Carriage Trimmer—Edward Robinson.

Bell Telephone Company.

Marble Works—A. J. Blowes.

The officers of the board of trade for the year are as follows :

President, W. G. Hinds ; vice-president, S. R. Stuart ; secretary-treasurer, Isaac Hord ; council—Wm. Forrester, J. W. Cull, Wm. Barley, T. S. Ford, W. G. Murphy, F. Dufton, A. Cameron, J. Jones, A. Burritt, W. Ryan, John Whyte, jr., W. W. Hicks.

"The profit is worth having."

oodrich-Resflex tires meet every want. Carry 'em.

No profit-swallowing free repairs are tagged to their sale.

They're never "kicked" about by your customers.

You make a liberal profit on 'em—and you keep it all.

If you knew how much they would help your business, you wouldn't keep from carrying 'em.

The Goodrich-Resflex is the best of the Goodrich-made Tires.

If you want to get the profits of the Goodrich-Resflex tires, write—we'll gladly talk business. There is profit in 'em—and the profit is worth having.

American Tire Company, Limited
164a King Street West, Toronto.

"Gilbertson's" Tinplates

Brands

"GILBERTSON'S," "PARSONS," "PONTERDAWE,"
"LINCOLN," "COMET," "REGINA," "GWYNED."

All are made of BEST SIEMEN'S STEEL, and enjoy a great reputation for **softness, ductility** and **deep stamping qualities.** Are EXTRA WELL COATED with Tin, and are best for Canners of Meat, Fruit, Fish, etc.

"Gilbertson's" Terneplates

"REGINA" brand.

"Gilbertson's" Galvanized Sheets

"COMET" brand.

Patent Flattened, True to Gauge, Superior in Quality and Finish.

—ALSO—

Imitation Russia Sheets and Best Siemen's Steel Sheets.

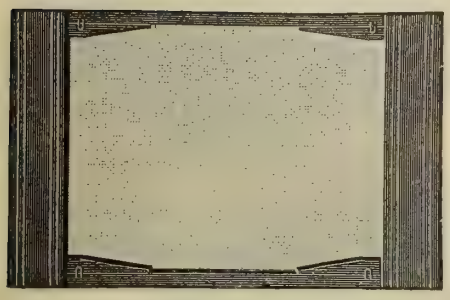
ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

H. S. HOWLAND, SONS & CO.

WHOLESALE MERCHANTS

37 Front Street West TORONTO



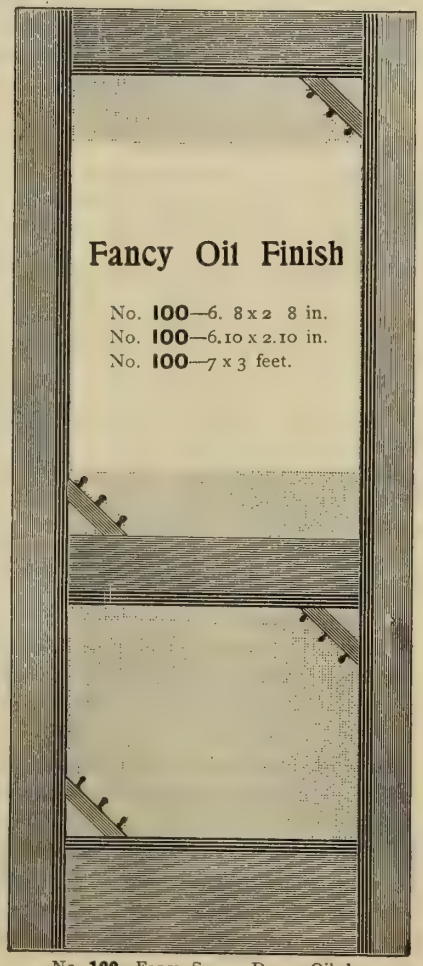
No. **68**—15 in. High, extends 25 to 32 in.

Window Screens and Doors . .

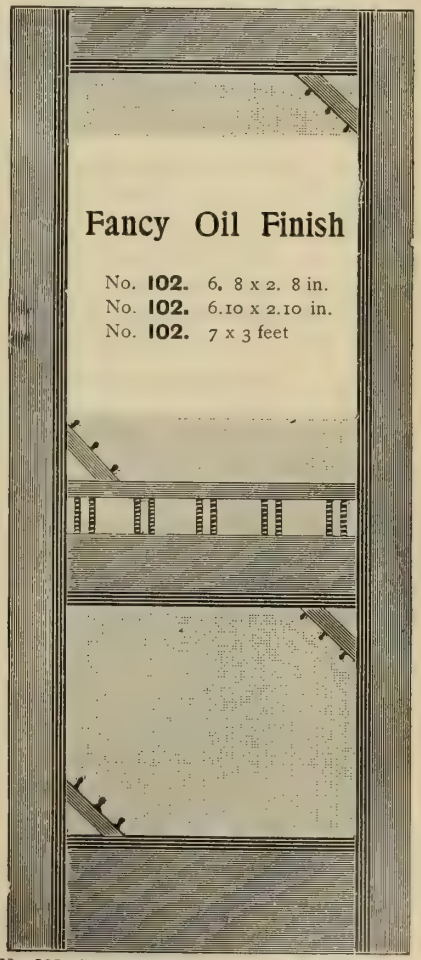
Perfection Screens.

No **2**—18 in. High, extends 20 to 33 in.
No. **3**—18 in. High, extends 24 to 40 in.
No. **4**—24 in. High, extends 24 to 40 in.

3 Panel



No. **100**—Fancy Screen Doors, Oiled.



No. **102**—Fancy Screen Doors, Oiled, with Spindles.

Samson's Steel Green Wire Cloth.

In Rolls 16⅔ Yards. 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 42 inches wide.

Orders Shipped Promptly.

H. S. Howland, Sons & Co., Toronto

Our Prices Are Right.

GRAHAM Wire and Cut Nails are the Best.

COPPER AND ITS USES.

THE fact that copper is of frequent occurrence in the metallic state is one of the causes of the ancients' intimate knowledge and use of it, even during prehistoric times, says Stoves and Hardware Reporter. Before the methods by which iron was extracted from ore were discovered, copper was the chief metal used by primitive man in the formation of his tools, ornaments and weapons of war. It was, however, frequently mistaken in olden times for its alloys, brass and bronze.

One of the ancient names of the metal was "aes," or since it was largely brought from Cyprus as "aescyprium," gradually contracted to "cyprium," and at length changed to "cuprum," the later Latin name, from which we have the present symbol, Cu, and by corruption the English word "copper."

There are several forms in which copper occurs, besides the metallic state, disseminated through rocks, as in the Lake Superior region, where it is sometimes found in masses of a hundred tons or more; and it is abundant in many other parts of the the world. It also occurs in copper pyrites as the basic carbonate, malachite, azurite, etc.

With the nature of the ores the method of extraction varies. If these are non-sulphur bearing, they may be reduced by simple fusion with carbon. The sulphur bearing ores, i.e., the copper sulfides, are usually reduced by successive roastings and smeltings with fluxes or slag, forming materials whereby the impurities are either gotten rid of as slags or driven off as gases, until the product known as blister copper, from its blistered appearance, caused by the escape of gases while in the molten condition, is left behind. The metal in this condition is contaminated by the presence of cuprous oxide, which renders it brittle. This is gotten rid of by "poling" or stirring the fused metal with a pole of green wood, the carbon of which occasions the reduction.

As is well known, copper is a tough, malleable and ductile metal and an excellent conductor of heat and electricity. It possesses a brilliant lustre, and a beautiful red color, seen more plainly where two surfaces are brought near together, as by doubling a sheet of copper until its sides nearly meet. It crystallizes in the form of octahedrons. Heated to just below its melting point, it becomes sufficiently brittle to enable its being powdered. It expands on solidifying from the molten state and consequently is valuable for castings.

Pure copper is probably unaffected in perfectly dry air, but in the presence of moisture and of substances which dissolve its compounds it is rapidly corroded. For this reason, substances containing organic acids, when in contact with copper, are rapidly contaminated by that metal.

Next to silver, copper is the best conductor of electricity, and so is extensively used in the construction of electrical apparatus. Its toughness, ductility and malleability, in which qualities it is excelled by but few metals, make it well adapted for a wide range of application in the industrial arts.

Some of the alloys of copper have been known and used since the earliest times. Among the most useful of these are the brasses, or alloys of copper, with zinc in various proportions. Bronze, bell and gun metal are alloys of copper with tin. In general, the alloys are harder than copper, more fusible and better adapted to the manufacture of castings.

MAKING GLASS PIPE.

GLASS pipe weighs much less than iron pipe of the same size, and the cost, compared with that of iron, is approximately one-half to two-thirds, says The Philadelphia Telegraph, while glass pipe is practically indestructible. The process of making glass pipe is interesting. In the Bonta improved process of manufacture the core is one of the important parts of the casting apparatus. It is in the form of a cylinder, of a length slightly greater than that of the pipe to be made, and can be expanded or contracted, thus allowing it to be removed the moment the pipe is cast. Into the mould is pored molten glass from a swinging vessel, filling up the space between the interior of the mould and the exterior of the core, these being made of cast iron. Before moulding, the apparatus is heated in order to prevent chilling. After the pouring of the glass a heated metal roller is passed over the open top of the mould to roll down the molten glass and remove any surplus, making the upper surface smooth and compact. Next the core is contracted and withdrawn from the pipe and the latter rolled out on a platform made of tilting or rocking sections, which keep it in motion during the first stages of the hardening operation and prevents sagging, which would occur and spoil the operation if the pipe was allowed to remain in one position at the start. In the course of a few minutes the temperature is reduced sufficiently to permit the storing of the pipe in heated ovens, where the operation is gradually completed prior to shipment.

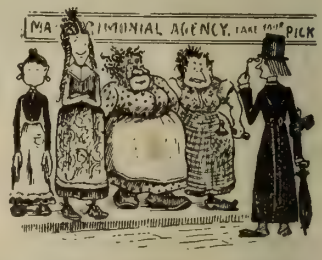
The ends of each section of pipe are flanged so that each of the joints is made perfectly true. In uniting these sections a cement, the basis of which is ground glass, is used, and after this hardens the strength of the pipe at the joints is practically the same as at any other point in its length.

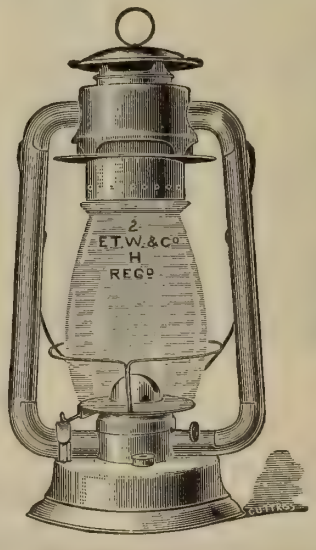
PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

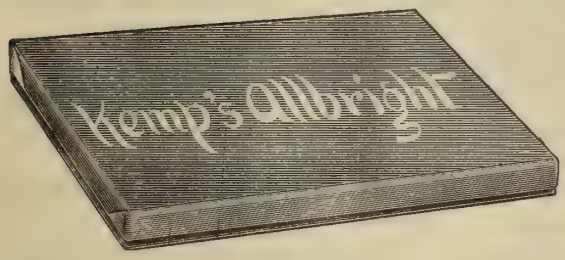
Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

TAKE YOUR PICK
You are the buyer. If you are not already a customer, we ask you to give us an opportunity to compete for your trade in . . . .
Wooden Handles ..and.. Turned Goods

including AXE, FORK, RAKE, SHOVEL, HOE, HAMMER, etc., etc.
Our handles are thoroughly seasoned, finished perfectly, and second to none.
Write for Price Lists and Discounts.
Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.
W. C. CRAWFORD
Tilbury, Ont.

E. T. WRIGHT & CO.

Manufacturers of . .
Tubular and Cold Blast Lanterns
Bird Cages
Mouse Traps
Flour Sifters
Stamped Re-tinned and Japanned ...TINWARE
HAMILTON - CANADA.

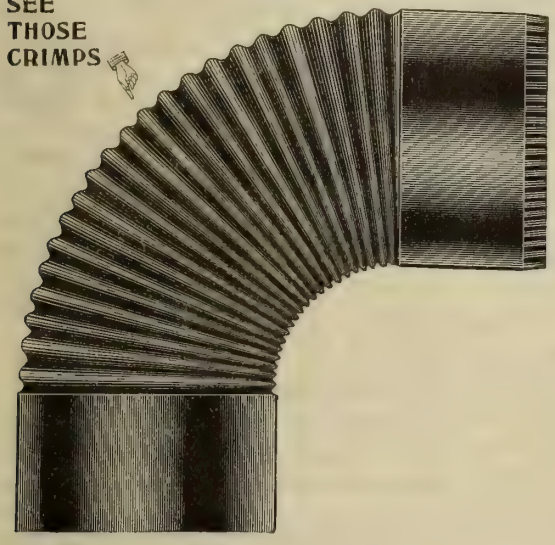
Canada Plates



HAVING BEEN frequently asked for High-grade ALL-POLISHED CANADA PLATES, to match our STANDARD ELBOWS, we have decided, after careful investigation as to qualities, to offer the trade an ALL-POLISHED PLATE, which we think will in every way meet the demand.

We shall be pleased to book your import or out of stock order for fall delivery.

SEE THOSE CRIMPS



Kemp's Standard One-Piece Elbows

IN TWO QUALITIES

Nos. 1 and 2

Made of Extra Quality Smooth Steel

THIS ELBOW IS POPULAR

Because it is the Strongest Elbow Made
Because it is Attractive in Appearance
Because it will not become damaged in shipping
Because it has a Coating which prevents Rust
Because it is Riveted ready for use
Because it is as Cheap as the ordinary Pieced Elbow

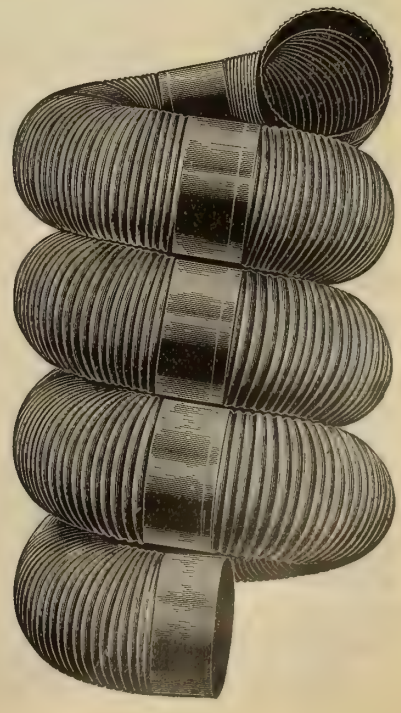
The trade will find in our No. 1 Elbow an article of superior merit, both as to durability and appearance, while our No. 2 Elbow being **fully equal** in quality to the **old-style** one-pieced Elbow, **surpasses it in appearance.**

The improved process of manufacture produces a short turn, therefore less material is used and consequently less weight per dozen, **which results in a great reduction in freight, and a reduced cost to the buyer.**

Kemp's Standard Pipe Drums

POLISHED—BOLTED

Will deflect more Heat than any other Drum made, because they have Three Times as much Heating Surface.



KEMP MANUFACTURING CO.

TORONTO

THE
CANADA
PAINT
COMPANY
LIMITED

HEAD OFFICES:
572 WILLIAM STREET
MONTREAL

FACTORIES:
LESLIE ST., TORONTO
JANION WHARF, VICTORIA
ST. MALO, QUEBEC
WILLIAM ST., MONTREAL

THE
LARGEST
MANUFACTURERS
IN THE
DOMINION OF
CANADA
OF
VARNISHES
PAINTS
COLORS
ENAMELS
STAINS
LACQUERS
JAPANS
SPECIALTIES

THE
CANADA
PAINT
COMPANY
LIMITED

TRADE CHAT.

WM WHITE, who recently disposed of his hardware business at Tottenham, Ont., has decided to go to Calgary, where, if circumstances are favorable, he will engage in business.

The Electric Carriage Works, Guelph, Ont., are now having the best trade they have had for years.

Sparling & Landers' hardware store at Manitou, Man., was recently broken into and about $125 worth of goods were stolen.

Matthew Cunningham, stove manufacturer, Streetsville, Ont., died on Monday, last week. Mr. Cunningham was an able writer and speaker, and was an active public and religious worker in Streetsville.

An exchange says that Edison has discovered a new cast-iron alloy of such toughness that it is superior to malleable iron in this respect. If the new alloy is up to expectations it will revolutionize the iron trade.

The employees of the T. Long & Bros. Co., Ltd., general merchants, Collingwood, Ont., presented R. H. Rorabeck with a handsome silver banquet lamp on the occasion of his severing his connection with that firm.

Leamington, Ontario, is growing. Two years ago its population was 1,900; last year it was 2,400; this year the assessor places it at about 3,000. The assessment increased $50,000 in 1897, owing to extensive building operations.

PATENT REPORT.

Below will be found the report of patents granted last week by the United States Government to inventors in lines appertaining to hardware. This report is prepared especially for this paper by Marion & Marion, solicitors of patents and experts, New York Life Building, Montreal:

603,481, H. P. Feister, match-making machine; 603,301, J. Villard et al, match safe; 603,324, J. H. Eckart, nut lock; 603,534, C. J. McCue, nut lock; 603,416, J. H. Swihart, scale; 603,503, F. L. Fuller, indicating or like mechanism for price scales; 603,456, A. L. Pitney, gas stove; 603,452, G. B. Murrell, gasoline stove; 603,386, C. Spurlin, ventilating canopy for cook stoves or ranges.

ADVERTISING THAT DID NOT PAY.

The Nelson Morris Co., Chicago, which spent a large sum of money in painting its signs on every building it could secure in different parts of Canada, says that, as an advertisement, the results were not satisfactory.

This form of advertising may pay in Great Britain, where the country is thickly populated, and the majority of people do not read newspapers. One feature of this advertising which the Morris Co. counted on was its permanency, but it now appears that in many instances it has been replaced by the signs of enterprising local cigar manufacturers.

WANT IT HARD ENOUGH TO GET IT.

A wise old New York merchant, long ago himself molded into dust, says the Metropolitan Magazine, used to say:

"Men generally get in this world exactly what they want."

"How can that be?" asked a youngster one day. "Almost everybody in New York wants to be rich, but very few of them ever will be. I want a million or so myself."

"Ah, my boy," the old man replied, "you want a million, but you do not want enough. What you want at present is pleasure, and you want it so much that you are willing to spend all your surplus force, time and revenue to get it. If you wanted your million as much as you want pleasure, by-and-by, when you have a bald head like mine, you would have your million."

COPPER PRODUCTION IN JAPAN.

According to British Consular reports, Japan is going ahead as a copper-producer, largely in consequence of the adoption of European mining methods. During 1896 the exports from Kobe and Osaka were 7,283 tons—an increase upon the previous year of 514 tons. Consumption has progressed still more rapidly, and now the principal mines are refusing to make contracts for export.

VARNISH FOR GREAT BRITAIN.

The Canada Paint Company have resumed the shipment of varnish and paint to Great Britain, 250 packages having been shipped by various steamers this week by this company.

SHAW AND DIBBLEE'S ANNEX.

Shaw & Dibblee, hardware merchants, Hartland, N.B., have added an annex to their store, which makes it the largest store in town, its area being 24 x 60 feet. The tinshop in connection is 18 x 42 feet. Last week this firm unloaded four carloads of goods.

"OCTAGON" AX HANDLES.

There is a large trade in Canada for the real hand-shaved "Octagon" ax handle. W. C. Crawford, Tilbury, Ont., is the largest dealer in Canada in this particular handle. He gives employment to a large number of Indians, who shave the handles, after which they are polished and waxed in his factory.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

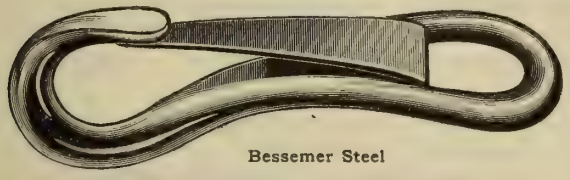
New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. **PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.**

OUR LATEST IN SNAPS.



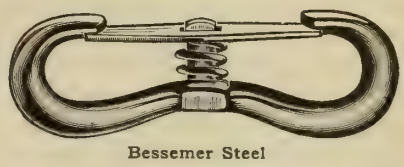
Bessemer Steel

SOLID STEEL ROPE SNAP.

½ in. Sizes. ⅝ in.

No Cast Iron.

No Rivets.



Bessemer Steel

DOUBLE BIT SNAP

Made in Two Sizes.

Size of Cut for Bits.
Twice Size of Cut for Breast Chains.

ONEIDA COMMUNITY, Limited,
NIAGARA FALLS, ONT.

Hardware Dealers will find that it is easy to sell a good bicycle when it's fitted with Dunlop Detachable Tires.

They are as perfect as perfection in tires —as hard to puncture as the best rubber can make them—as easy to fix as you can imagine.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 13, 1898.

HARDWARE.

A LARGE volume of trade is noted in general hardware, and also in heavy metals, while the general disposition of values is buoyant, and this naturally conduces to widen the movement. A moderate demand is noted for barbed wire, while plain fencing is in fairly good request. Wire nails are rather quiet, but there is a good demand for cut nails, especially on city account. Horseshoes are asked for. Enquiry for screws, bolts, nuts and similar goods is fairly active. The movement in green wire cloth is expanding. Tools are active, and jobbers' stocks of carpenters' implements have been much depleted, while makers are slow with delivery of fresh supplies. Building paper is steady, and cutlery and sporting goods are not by any means neglected. Another advance is noted in cordage, and it is expected to go still higher shortly.

BARB WIRE—Only a quiet movement in this article, but traders find some difficulty in procuring supplies from makers. Prices are unchanged, $2 f.o.b. Montreal being the quotation.

PLAIN WIRE—There is a fair demand for plain fencing wire and also for oiled and annealed. Discounts are 40 per cent. on oiled and annealed and 35 per cent. on galvanized.

WIRE NAILS — Business in wire nails rules quiet, while prices are unchanged at $1.90 f.o.b. Montreal.

CUT NAILS—There is a fair trade doing, in fact demand is better than it was a week ago. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—There is a fair demand for these, with discounts 50 per cent.

HORSESHOES—Remain quiet. We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—There is a steady movement. Discounts are: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS — Trade is of moderate volume. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 70 per cent.

RIVETS AND BURRS—A fair trade is passing. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

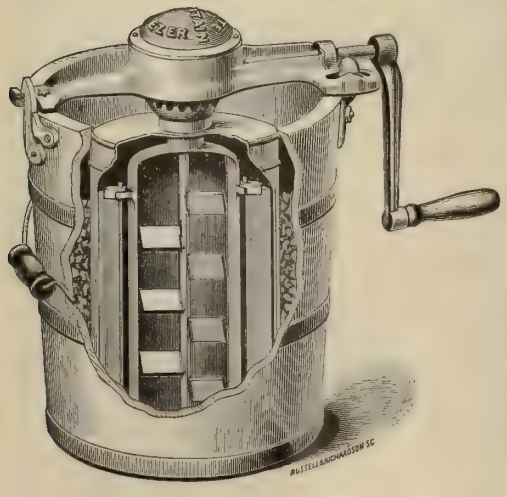
BRASS AND COPPER WIRE—There has been some enquiry for both on the basis of 20c.

CLOTHES WRINGERS—There has been some demand for these, chiefly Royal Canadian at $29.

WE SUPPLY EVERYTHING required for the Stove and Tinware Trades.

"White Mountain" Ice Cream Freezers

11 Sizes (1 to 25 qts.) with crank handle,
3 Sizes (15, 20 and 25 qts.) with fly-wheel.



Their Materials Are Right.

Their Principle Is Right.

Their Reputation Is Right.

They have the celebrated Duplex Dasher with self-adjusting wood scraping bar. All gearing covered.

Freezes Cream in Four Minutes

making it finer and smoother than any other freezer.

"MODEL" REFRIGERATOR SAVES ICE.

Seven sizes for domestic use.

Any size to order for hotel or store use.

Their System of Ventilation keeps Victuals Cold and Healthful.

Made of two walls of hardwood, between which is charcoal sheathing, and lined inside with zinc, makes the body four thicknesses of non-heat conducting materials.

Finished "Rich Antique," and trimmed with solid bronze locks and hinges.

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

VANDERGRIFT
APOLLO
IRON & STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

Who says that one make is as good as another? The jobber who deals in some other make; and the worker whose work is rough, or who does not know Apollo.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Firebricks and Clay
Ganister for Cupola Linings
Fire Sand
Drain Pipes and Connections
Contractors' Supplies.

F. HYDE & CO.

31 Wellington street, **MONTREAL**
Importers and Dealers.

Abbott & Co.

ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ABC

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

FREEZERS—Remain much the same as last week.

HINGES—Are in good enquiry, especially barn-door and strap hinges.

GREEN WIRE CLOTH—There is a good enquiry for this article and prices are steady.

SPADES AND SHOVELS—Drawing tools of all sorts are in fair request.

TOOLS—A feature in this line is the difficulty experienced in filling orders for bits, draw-knives, in fact all carpenters' tools, as stocks have been depleted and jobbers are unable to get fresh supplies promptly from makers.

BUILDING PAPER—The movement is moderate, and prices rather firmer at 25 to 26c. for plain, 35c. for tarred lining, and $1.35 to $1.45 for roofing felt.

CUTLERY—Business is surprisingly active for the season.

SPORTING GOODS — Firearms are quiet, but there is some enquiry for ammunition,

SHOT—Firm and in fair request at the advance: Dropped, 6c.; chilled, 6½c.; buckshot, 7c. less 10 per cent.

CORDAGE—There appears to be no top to the cordage market, values advancing another 1c. this week, and a further rise is predicted before the opening of next week. We quote: Sisal, 7-16 and upward, 8½c.; ⅜, 9c.; 5-16 and ¼, 9½c., and 3-16, 10c.; manilla, 7-16, 9½c.; ⅜, 10c.; 5-16 and ¼, 10½c., and 3-16, 11c.; lath yarn, 7c.

BINDER TWINE —This, also, is stronger: pure manilla, 8¼c.; mixed, 8c., and sisal, 7½c.

CEMENT— There has been a good demand both from local and western buyers, quite a few round lots being placed on the latter account, including one of 4,000 low grade Belgian at $1.76, ex wharf, and 1,500 bbls. high grade. We quote: English, $2.25 to $2.35; German, $2.30 to $2.45, and Belgian, $1.80 to $2 per bbl., ex wharf.

FIREBRICKS — Advices from abroad on firebricks have been strong, makers advancing prices 4s. to 6s. per 1,000. This has created a firmer feeling on spot, and instead of prices being reduced as is customary on the opening of navigation they are maintained. Difficulty also is experienced in getting shipments forward fast enough to suit buyers. We quote $16 to $21 per 1,000, as to brand.

METALS.

The heavy iron and metal market is generally firm, especially Canada and tin plates which have advanced quite materially at primary markets, and the fact has led to an advance of 25c. on spot prices. Terne plates also have made a similar gain. Demand also is active for all sorts of heavy material.

TINPLATES

It pays to buy brands that **you know** are good quality and well coated. Such are

"TRYM," "LYDBROOK,"
"ALLAWAYS" and
"DOMINION CROWN."

Ask your jobber for these brands.

A. C. LESLIE & CO.
Agents **MONTREAL**

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for
"THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

PIG IRON—Prices on pig ore now quoted ex wharf show a decline from previous prices which were ex store. There have been some good sized transactions in Summerlee pig with local foundrymen, on the basis of $17 to $17.50 ex wharf, and sales of Hamilton have been made at $15 for 250 ton lots. We quote: No. 1 Hamilton, $15.50 to $16; No. 2, $15 to $15.50; Ferrona, $14.50 to $16; Siemens $14.50 to $16, and Summerlee and equal brands, $17 to $17.50, ex wharf.

BAR IRON—There has been more enquiry for car lots of bar iron this week, the basis of sale being $1.40, while we quote $1.40 to $1.50 as the range.

BAND IRON—Remains quiet, but firm, at $1.75.

HOOP IRON—In moderate demand, on the basis of $2.

SHEET IRON—Cables state that values are 5s. per ton higher in Great Britain, and that further advances are expected. Spot prices are not expected as yet. We quote as follows: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—There is a fair demand for this material. We quote as follows: 12 gauge, $2.15 per 100 lbs.; 16 gauge, $2.30; 18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—The firm disposition is fully maintained, and the demand has been fair at the rise. We quote: Composition waste 7½c., and lead pipe 7c., with discounts 25 per cent.

GALVANIZED IRON—There is a brisk demand for galvanized iron, and values are upward in tendency, though not quotably changed. We quote; Queen's Head, No. 28, $4.10 to $4.25, and Comet, $3.75.

TINNED IRON—Steady and unchanged.

PIG LEAD—No quotable change has yet been reported in spot prices, but the metal has a firm undertone at $3.75.

INGOT TIN—Very fiirm, at 16½c.

INGOT COPPER—The same remark applies to copper at 13 to 13½c.

SHEET COPPER—Held stiff at 16½c. for 14-oz., and 15½c. for 16-oz.

CANADA PLATES—Cable advices are very strong on Canada plate, noting an advance of 5s. per ton. On spot, though some jobbers are still selling at last week's figures, others demand an advance of 10c. We quote accordingly: 52's, $2.15 to $2.25; 60's, $2.25 to $2.30, and 75's, $2.30 to $2.45.

TIN PLATE—As a result of an advance of 9d. to 1s. in Great Britain, jobbers here have marked up prices 10 to 25c. and we now quote: Coke, I.C., $2.90 to $3.25; charcoal, I.C., Allaway or Comet brands, $3.50; do, I.X., $4.10 to $4.25; Lincoln, $3.75; P.D. Crown, I.C., $3.95; do. I.X., $4.95; Bradley's, $5.75.

TERNE PLATE—Values are 25c. higher this week at $6 to $6.25.

COIL CHAIN—Unchanged: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Demand has been fair and prices are unchanged at 5½c.

SOLDER—Unchanged at 11 to 11½c.

SPELTER—Steady, American, $5, and Vieille Montague, $5.25.

ANTIMONY—Sales of cask lots are made at 9½c., and smaller quantities, 10c.

IRON PIPE—A fair demand is experienced. We quote as follows: Black pipe, ¼-inch and ⅜-inch, $1.90; ½-inch, $2.20; ¾-inch, $2.65; 1-inch, $3.65; 1¼-inch, $4.75; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.75; ¾-inch, $4.25; 1-inch, $6.25; 1¼-inch, $8.25; 1½-inch, $11.50, and 2-inch, $16.

SANITARY WARE—In fair demand and steady.

GLASS.

There is a good business doing in window glass, and prices are maintained at their winter level. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

Demand for ready mixed paints of all descriptions forms a distinctive feature of the trade current at present. Colors, paints, and varnishes, put up in packages convenient for use, and for every description of work, occupy greater prominence than ever before, the season beginning early and showing no signs of abatement, while lead and zinc paints are also actively sought for at last week's quotations. Stocks continue light, owing to the meagre arrivals since opening of navigation. Paris green commands more attention since the advance took place, but it is too early to forecast the demand. Linseed oil remains unchanged but firm at last week's quotations, arrivals being barely sufficient for the demands of the trade. Turpentine has been changeable, and is quoted 2c. under last week. With more frequent shipping opportunities from the south, the price would be still lower.

WHITE LEAD—Best brands, Government standard, $5.62½; No. 1, $5.25; No. 2, $4.87½; No. 3, $4.50.

DRY WHITE LEAD—$4.75 in casks; kegs, $5.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

28 YEARS. Established 1870. **28 YEARS.**

SEYBOLD, SON & CO.

478 St. Paul St.,
295 Commissioner St., **Montreal.**

SPECIALTIES—Lockwood Bros. Pocket Cutlery, Asham's Table Knives, Boker's Superior Razors, Kearney & Foot Co's Celebrated Files; also in stock a full line Paints, Oils, Varnishes, Glass, Putty, House Furnishings, Builders' Hardware, Tinners' Tools and Supplies. Write for prices.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

PATENTS PROMPTLY SECURED

Write today for a free copy of our interesting books "Inventors Help" and "How you are swindled." We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo. for free advice. **MARION & MARION,** Experts, New York Life Building, Montreal, and Atlantic Building, Washington, D. C.

FOR SALE.

Old established Stove, Hardware, Plumbing, Tinsmithing and Heating business, in town of 10,000 inhabitants. Splendid farming country adjacent. Good chance for live man.

Address (S) care of HARDWARE AND METAL, Toronto.

BUTLER'S

FAMOUS

Sheffield Cutlery

—AND—

Electro-plate

Sole Makers of the

Celebrated "KEEN" Razors, "Cavendish" Brand of Table Knives and Carvers.

HIGHEST AWARDS. SPECIAL MENTION.

GEORGE BUTLER & CO.'S

London Show-room—

62 Holborn Viaduct, E.C.

(OVER SNOW HILL STATION.)

A. H. SYMONDS,

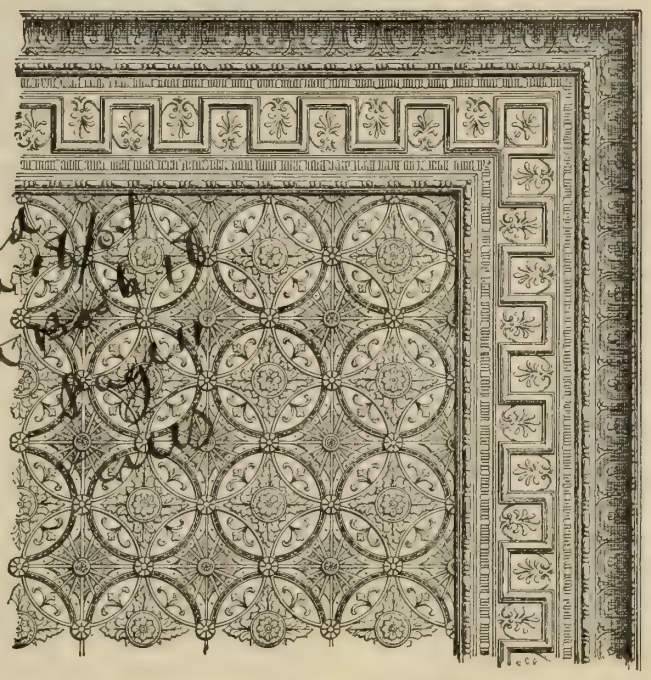
71 Yonge Street, TORONTO

has a full line of samples, and will be glad to receive enquiries from Importers in the Dominion.

Up-to-date in every respect

OUR

Metal Ceilings



ONE OF MANY DESIGNS.

Are equally well suited for Private Houses, Stores, or Public Buildings of any kind.

They are the most handsome and enduring interior decoration to be had, and are rapidly growing in popular favor.

Think of their talking points! Beautiful, Fireproof, Hygienic, and Permanent—don't need renewing.

We send estimates on receipt of outline showing shape and measurements of walls and ceilings to be covered—and will be pleased to mail you our catalogue with full information.

Better keep our lines in stock—it will pay you.

Metallic Roofing Co., Limited.

1179 King St. W., TORONTO.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 48c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—Quiet at 10 to 10½c.

SEAL OIL—Unchanged, at 45 to 50c.

COD OIL—Supplies light, and prices firm at 40c.

NAVAL STORES—Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

PETROLEUM.

Steady and unchanged. We quote: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

Cordage has again advanced, being ½c. higher all round on last week's figures.

Terne plate has been marked up 25c. per box on last week's figures and is firm at the rise.

Turpentine continues unsettled, another decline of 2c., to 48c. being established this week.

Arrivals of cement this week aggregated 2,100 barrels English, and no Belgian or German.

As a result of an advance of 9d. to 1s. per box in Great Britain, jobbing prices on tin plate are 10 to 25c. higher here.

An advance of 5s. per ton is asked by English makers for all new contracts in Canada plates, and they expect prices to go still higher.

Cables from Great Britain quote firebricks 4 to 6s. per 1,000 higher, and importers complain that it is difficult to get supplies along promptly.

The merchants of Kincardine, Listowel and other places in the neighborhood, have agreed to close their business at 7 o'clock each evening.

ONTARIO MARKETS.

TORONTO, May 13, 1898.

HARDWARE.

THE wholesale hardware trade in Toronto continues in a satisfactory condition, and whatever changes have taken place in price are in the direction of higher figures. There has been an active demand for garden supplies, such as shears, hoes, reels, rakes, wheelbarrows, etc. There is not as much difficulty in securing supplies of barb wire. Oiled and annealed fence wire is going out in fairly good quantities. The turn over of wire nails is, if anything, a little better than it was a week ago, although the factories do not appear to be as busy as they were. An improved demand is to be noted for cut nails. The demand for "Acadia" horse nails has been heavier than anticipated, and some difficulty has been experienced in filling orders. Rope is again firmer, but the wholesale price remains much as it was before. A good demand is to be noted for green wire cloth and poultry netting. Demand keeps up well for spades and shovels, but in harvest tools trade is scarcely as brisk as it was. Some good shipments have been made in building paper. Granite and tinware are meeting with a fair demand.

BARB WIRE—The difficulty experienced last week has been largely overcome, and wholesalers are now able to fill orders on short notice. We quote: $1.80 f.o.b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—Oiled and annealed wire is going out in fair quanties from stock. Most of the orders for galvanized wire are being shipped from factory, stocks locally being exceptionally low. Discounts are as follows: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

WIRE NAILS—While some of the factories report that this week they are not so busy as they were, the wholesalers, on the other hand, report a little better demand. We quote: 10 keg lots, $1.90, Toronto; smaller quantities, 10c. per keg more.

CUT NAILS—Trade in this line has made some improvement during the week. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—The manufacturers are somewhat behind in their orders for the "Acadia" brand, the cheap line which they put on the market some time ago, the demand having been heavier than anticipated. Discount, 50 per cent.

HORSESHOES—Trade in this line is still without any improvement, there being very little doing. We quote: Montreal, $3.25;

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

"THE DAISY"

Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than all** other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

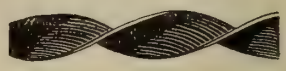
THE WORTMAN & WARD MFG CO., LIMITED
Headquarters, London, Ont.
Eastern Branch, 60 McGill St., Montreal, Que

FENCING

ROSS BRAID

SAFETY BARB

RIBBON STRIP



We are the only manufacturers in Canada making the above styles of Fencing. We also manufacture **Lock Barbs**, 4 pt., 4 and 6 in.; **Glidden**, 2 pt., 3 and 5 in.; **Texas**, 2 pt., 3 and 5 in.; **Staples**, Galvanized and Polished; Galvanized Twisted Strand, 2 and 3 wires.

Wire Nails

SEND YOUR ORDERS TO US WHEN YOU WANT QUICK DELIVERY.

The Western Wire and Nail Co., Limited
LONDON, ONT.
Ontario Lead and Wire Co., Limited
TORONTO, ONT.

Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS — Business in this line continues steady, without any change in prices. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—The demand in this line continues good, in tire bolts being especially so. Discounts are: Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS — Trade continues steady, without any special feature. We quote as follows: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

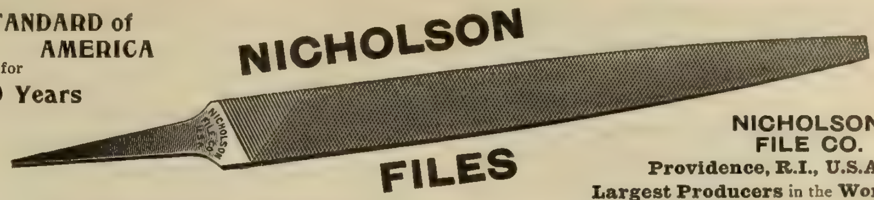
ROPE—The manufacturers have again advanced their prices, but, up to the time of going to press, the wholesale figures remain much as they were a week ago. They are liable, however, to be changed at any moment, and they would have been changed ere this were it not for the fact that the houses have more or less stock bought before the last advance. Wholesalers' prices are now about on par with those of the manuturers. We quote: Sisal, 7-16 in. and larger 8c.; ⅜ in., 8½c.; ¼ and 5-16 in., 9c.; 3-16 in., 9⅜c. Manilla, 7-16 in. and larger, 9c.; ⅜ in., 9½c.; ¼ and 5-16 in., 10c.; 3-16 in., 10¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — The improvement noted last week has been maintained, but no new features have developed. We quote discounts 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—There is nothing special to report, business being much about the same as it was a week ago. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—Trade continues fair. We quote leather belting: Agricultural, 65

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass," St. Helens. Telephone No. 68 St. Helens.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

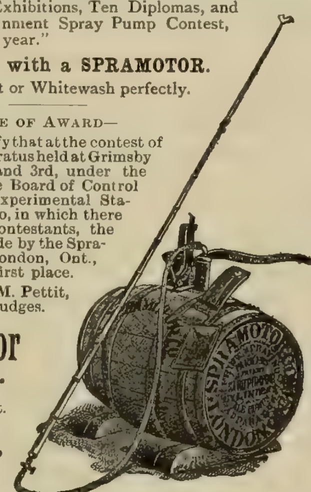
You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—

This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co, London, Ont., was awarded first place.

H. L. Hutt, M. Pettit, Judges.

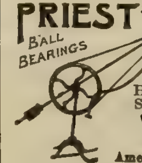


Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

R. C. LeVESCONTE
Barrister, Solicitor, Notary, Etc.
THE McKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

Portland Cements
Best German, English and Belgian Brands
Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.
Largest Stocks. Lowest Prices.
Send for Quotations.

W. McNALLY & CO.
MONTREAL.

Manufacturers of
STANDARD GOODS

The Globe File Mfg. Co.
Files and Rasps, Warranted.

The Gurney, Tilden Co.
Souvenir Stoves and Ranges, (in great variety), Door Locks, Knobs, and Builders' Hardware.

The Gurney Scale Co.
Standard High-Grade Scales.

The Ontario Lantern Co.
Royal Cold Blast and Climax Tubular Lanterns, Safety Extinguishing Banner Burners, etc.

The Plume & Atwood Mfg. Co.
Sheet Brass and Brass Goods.

Represented by
WALTER GROSE
No. 30 St. Dizier Street, Montreal.
Orders solicited from the wholesale trade.

and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES—A good business is still to be noted in this line. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH—The quantities moving now are only of assorting up character. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—Business in this line is also of assorting up character. The volume of trade this year in this line compares favorably with that of other years.

SPADES AND SHOVELS, ETC.—No falling off in the demand is yet being experienced. Trade in general is satisfactory. Discount, 45 and 2½ per cent.

HARVEST TOOLS—Trade is not quite as good as it was last week, but it is still fairly active notwithstanding.

GARDEN HOSE—This line is going out freely at unchanged prices. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER—A number of good shipments have been made, but business can hardly be said to be as good as it was a week ago. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

MILK CAN TRIMMINGS—Only occasional orders are being received.

WARE—While the demand is not as good as it was a short time ago, there is still a good call for enameled ware, and a fair request for tinware.

CEMENT—As the season for laying down new walks and roads advances, there is a notable increase in the demand. There is a steady sale to builders also. We quote in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

Increased activity is to be noted in metals, and the tendency of the market is generally higher.

PIG IRON—Is much in the same condition as it was a week ago. We quote as follows: United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55.

BAR IRON—There is not much doing. We quote base price $1.45 to $1.55 from stock, and $1.35 to $1.45 from factory.

HOOP AND BAND IRON—Trade has improved materially in both lines during the past week, particularly in the larger size. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL—There is a fair business doing, but the demand does not seem to be any better than it was a week ago. We quote as follows: 12 gauge $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON — Trade in this line is without any special feature, being quiet, at unchanged prices. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Trade in this line is, if anything, better than it was a week ago. The demand has, during the past week, changed to the lighter gauges. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—A number of good orders have been received during the past week. Prices are firm at 4¼ to 4½c. per lb.

INGOT COPPER—Business continues quiet, with prices unchanged, at 12½ to 13c.

SHEATHING COPPER, ETC.—Trade shows some improvement in ordinary sheathing as well as in roofing and braizers' copper. We quote as follows: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

INGOT TIN—There is not much doing, and quotations are unchanged, at 16½ to 16¾c.

LEAD PIPE—The demand is fair at last week's increased price. Discount, 25 per cent.

SHOT—An advance has taken place in this line, the discount now being 10 per cent.

IRON PIPE — Trade is keeping well, although the orders are not, as a rule, for very large quantities. We quote: Black pipe,

☞ SPORTSMEN ☜

NOTE

THE ABBEY IMPROVED CHILLED SHOT,

NEWCASTLE, ENGLAND.

Is made by a NEW PROCESS, and is highly spoken of by Sportsmen and Sporting Papers. Kills at greater distance than Soft Shot. Gunmakers wishing repeat orders should load with this shot.

TRENT CANAL.

NOTICE TO CONTRACTORS.

Hydraulic Lift Lock at Peterborough.

SEALED TENDERS addressed to the undersigned and endorsed "Tenders for Hydraulic Lift Lock" at Peterborough, will be received at this office up to noon on Tuesday, May 31st, 1898, for the construction of this Hydraulic Lift Lock.

Plans and Specifications of the work can be seen at the office of the Chief Engineer of Railways and Canals, Ottawa, on and after the 5th May, 1898, where forms of tender can be obtained by the parties tendering.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation and place of residence of each member of the same, and further, an accepted bank cheque for the sum of $18,000 must accompany the tender; this accepted cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

This Department does not, however, bind itself to accept the lowest or any tender.

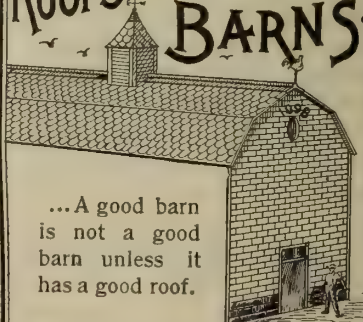
By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 2nd May, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (21)

ROOFS FOR THE BARNS.



...A good barn is not a good barn unless it has a good roof.

We would therefore press on **you** the importance of enquiring into the durability of our Steel Shingles before deciding on the covering of your barn.

We guarantee all our steel products to be water, wind, and storm proof and to last a lifetime.

We will give you

the benefit of our 32 years' experience in roofing, our illustrated catalogues, and up-to-date information on these goods on receipt of a post card.

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.80 to ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.25 to $9.20; 1½ inch, $11.25 to $11.80: 2 inch, $15.20 to $16.

RANGE BOILERS—The improvement noted last week appears to have been maintained. We quote: Galvanized, 30 gals, $5 50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Outside of the orders for imports there is very little doing, and shipments from stock are exceptionally small. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—A fair trade has been done during the past week. Stocks of charcoal plate, especially in certain sizes, are quite low. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON — Trade has been fairly active during the past week, principally in the 22 and 24 gauges. Prices are unchanged. We quote as follows: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—Business in this line is still only moderate. We quote: I C, $6 to $6.75; IX, $7.50.

COIL CHAIN—Has been moving more freely, and some nice-sized orders have been received during the week. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2 80; ¾ in., $2.75.

SHEET ZINC—Business is fairly satisfactory, and prices firm. We quote 5½c. for cask lots, and 5¾c. for smaller quantities.

SOLDER — Business is quiet at the recent advance. We quote as follows: Standard, 11½c. per lb. for quantities, and 12c. for small lots; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY—Prices have advanced 1½c. per lb., and trade shows a slight improvement. Cookson's is now quoted at 10½c. for cask lots, and 11c. for smaller quantities.

GLASS.

There is an improved demand for glass. Retailers are commencing to enquire when they are likely to get their import orders, which is taken as evidence of low stocks. Dealers who placed import orders this spring have reason to congratulate them selves on having done so, for the market is firm, with an advance anticipated by jobbers. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

Any day during the past week the several members constituting the Toronto Paint and Oil Exchange may have been seen running to and fro on a "still hunt" for red lead. "We have the documents," said one wholesale man, "but the goods are 'out of sight,' probably dodging about off the coast of Anticosti." Meantime, buyers must "possess their soul in patience," for there is simply none to be had. In general lines, handled by retailers, there has been an excellent trade done, more especially in stains, varnishes and coach colors put up in handy tins convenient for use. Liquid paints have received a tremendous spurt with the advent of steady warm weather, and all the manufacturers seem to be busily engaged. White lead is in short supply, and the spring arrivals are being eagerly looked for. The advance is well maintained, and the market can absorb all the lead as fast as it is turned out. There is a strong undercurrent in paris green, and we will probably see a large business very shortly at rising rates, and fancy prices may be asked. Oxide of zinc is wanted. Putty is higher for small broken lots. Sundries are unchanged. Whiting, kalsomine, and asbestine meet with a fair enquiry. Turpentine remains steady in the south, and there is little probability of any change in the local market. Linseed oil is unchanged. There is enough in jobbers' hands to meet all requirements, though the demand is active. Castor oil has arrived, and is now quoted ½c. cheaper than last week. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½; No. 4, $4.25; dry white lead in casks, $5.10.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 16½c.; 50 and 100-lb. drums, 17c.; 1-lb. packages, 18c.; cases, ½-lb. boxes, 19½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL — In cases, 10c. per lb. and 11c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 51c.; boiled, 1 to 4 barrels, 54c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 47c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL

Business continues brisk, all materials moving freely. Prices are unchanged. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c.; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c. per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—The feeling is firm, an advance of ½c. being noted. We quote: No. 1, 8c.; No. 2, 7c.; No. 3, 6c.; cured, 8½ to 8¾c.

CALFSKINS—The feeling is weak. Prices are unchanged. We quote: No. 1 veal, 8 lbs. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade is quiet. We quote at $1.15 to $1.35.

WOOL—There is a free offering of unwashed at 11c. per lb. A few odd lots of fleece is coming in at 16c. per lb.

SALT.

There is a fair business being done at unchanged figures. We quote: Carload lots, $1.05 per bbl., and 65c. per sack; less than carload lots, $1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 45c.

COAL.

There is no change, except that the market has steadied slightly. Prices are unaltered. We quote anthracite coal at Buffalo and bridges at $4.25 per ton.

PETROLEUM.

There is a fair amount of business transacted, prices remaining unchanged. We quote at Toronto, as follows: Canadian, 13½c; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c. in bulk.

MARKET NOTES.

Castor oil has declined ½c. per lb.

Antimony is quoted 1½c. per lb. higher.

Shot is dearer, the discount now being 10 per cent.

"Enameline" does not deteriorate and come back to the hardware merchant.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE DECLINE IN COPPER.

THE majority of lake producers report to us that they do not view the decline with any apprehension, but consider it merely the natural result of the announced intention of the largest producer to enter orders at 12 cents per pound at a time when consumers are not only well supplied, but find in some instances a slight falling off in their orders for manufactured copper. Perhaps it may be that other insterests are desirous of bringing about a temporary decline, for the lower prices have not only been met, but in some cases bids have been solicited at a shading of 12 cents.—N.Y. Daily Metal Market Report.

CORDAGE DEARER IN NEW YORK.

A still further advance in the price of cordage for export was announced Saturday by manufacturers. Sisal rope is now being quoted at 6½ cents per pound, while manila is 7½ cents, an advance of one-half cent on previous quotations.—N. Y. Journal of Commerce.

PLATES FOR CANADA.

Plates are developing the qualities of a leader. This week there have been local sales of 5,000 tons. Last week similar sales 3,000 tons. It goes to a wide variety of uses, not least of which is ship plates for the lakes. A somewhat significant sale this week was that of 600 tons of plates to a Canadian shipbuilder. The improvement on the lower canals of the St. Lawrence will be completed this year, increasing the depth from 9 to 14 feet, and enabling the lake canal schooners to reach Montreal. This may give some impetus to the construction of steel canalers.—N.Y. Daily Metal Market Report.

WROUGHT IRON PIPE.

The Pipe Manufacturers' Association, at a meeting in Pittsburg, increased the price of wrought iron pipe from 7½ to 9 per cent.

COPPER AND THE WAR SCARE.

The war between America and Spain has had a most disturbing effect upon the copper trade, and is very considerably affecting the price of both copper and brass here. As is well known the great source of the supply of copper is America, and in that country they find themselves with stocks so depleted, that agents have been in England —at Sheffield amongst other places—buying back the copper they had previously sold. It may be interesting to note that in 1873 best-selected copper was realizing £100 per ton, and that in 1886 it had dropped to no more than £45. The year 1888, however, found it up to £80 per ton, only again to drop back in 1894 to £50. Since that year there has been a gradual rise. In 1896 it stood at £55 per ton, and at the present time is quoted at £57 15s. At the time of writing, however, advices are being received almost every hour notifying further advances : and it is anticipated, should the war continue, very high prices will again be reached. The Spaniards, who have their own copper mines, are able, to some extent, to cover their own requirements ; but Spain is by no means so large a copper-producing country as America. —Hardwareman, London, Eng.

NEW YORK MARKETS.

MAY 11, 1898.

PIG TIN—There was no radical change in any particular. The large arrivals here have been well taken care of, so that no stock is pressing on the market, and cables still record only ordinary fluctuations in London prices. The consumption continues good, but distribution in jobbing way is tame, and purely speculative interest remains lifeless. Spot prices were firm at 14.50c. to 14.55c. on dock, and 14.55c. to 14.60c. free on board for lots of five tons and over. There were arrivals to-day of 85 tons.

COPPER—There is only fair business at the moment, and the market has a quiet, uninteresting appearance aside from such spirit as may be given by the heavy deliveries that are being made on old contracts. Prices are slightly variable, but not enough change takes place to alter the general appearance of the market. About 12c. to 12¼c. is quoted for Lake Superior ingot, 11¾c. to 11⅞c. for electrolytic bars, etc., and 11½c. to 11⅝c. for casting stock.

PIG LEAD—Operations are still on a moderate scale and the demand generally is tame, with outsiders wholly indifferent, and consumers evidently working on the idea that there is nothing to lose and possibly something to gain by being conservative at present. Prices kept at about 3.65c. to 3.70c. for common domestic, but sellers at less than 3.70c. were quite the exception.

ANTIMONY—Supplies are still moderate and prices firm at 8¾c. to 9½c., according to brand and quantity. Hallett's has advanced to £36 in London.

SPELTER—Although not as good as it has been for several days, the demand was very fair and enough business resulted to keep the market in a steady position. Western prime may fairly be quoted at 4.17½c. to 4.22½c. delivered at eastern points. London cable quoted £19 3s. 9d. for good merchant brands.

TIN PLATE—For the present a dull market is to be reported. Few orders for other than moderate quantities come this way, and nearly all business that goes through is at virtually the prices that have prevailed for several weeks.

IRON AND STEEL—Pig iron business was represented in some quarters as being better, but taken as a whole the movement is very much like that which has been taking place for some time past. Steel rails, structural steel, and the lighter mill products are barely steady, and mostly slow of sale.

THE CANADA PAINT COMPANY.

It is an axiom amongst business men that "if you have a good thing let it be known." The triple strength colors of The Canada Paint Company are evidently both known and appreciated, not only in the West but in the Lower Provinces, judging from a letter just received by this company from Mr. James E. Fisher Brookfield, Colchester County, Nova Scotia, which reads as follows : "I have used your triple strength tinting colors one year, and find them, if anything, better then you claim for them. I intend using them this summer because I cannot do without them."

SHOT IS DEARER.

Shot, in sympathy with other lead products, is dearer, the discount this week having been fixed at 10 per cent.

It may be noted that advices from London say, that if the present prices in the lead market are maintained for any length of time that a considerable revival in the English lead industry is looked for.

GARNISHEE BILL KILLED.

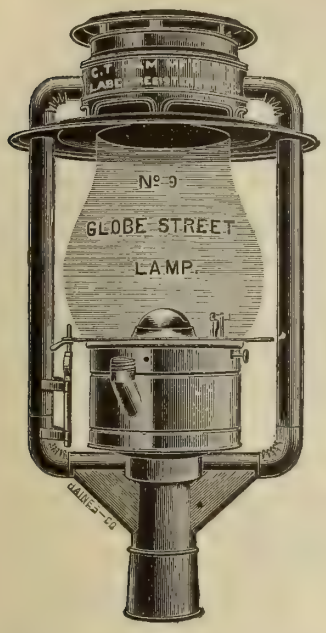
Mr. Richardson's bill to render civil service salaries liable to attachment for debt was withdrawn on Monday night. Sir Wilfrid Laurier said that he approved of the principle of the measure, but that it would have to be entirely recast, and was being murdered by the law officers of the Crown. He therefore asked that it be not pressed.

Mr. Richardson asked if the Premier would undertake to make it a Government measure next session.

The Premier replied that he could give no such promise. He merely declared that the principle was good, and ought to become law.

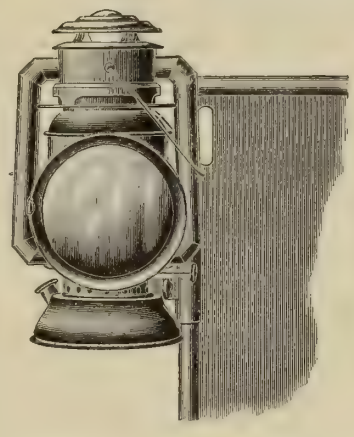
HAM'S
No. 18 Driving Lamp.

"THE DOCTOR'S FRIEND."

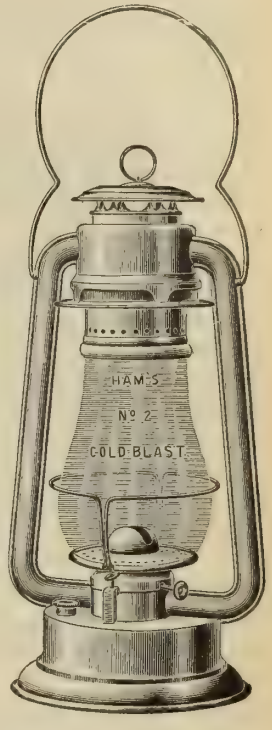


We guarantee every Street Lamp we make to give perfect satisfaction, and we know they have no equal. Automatic extinguisher. First-class for summer resorts—not affected by the wind.

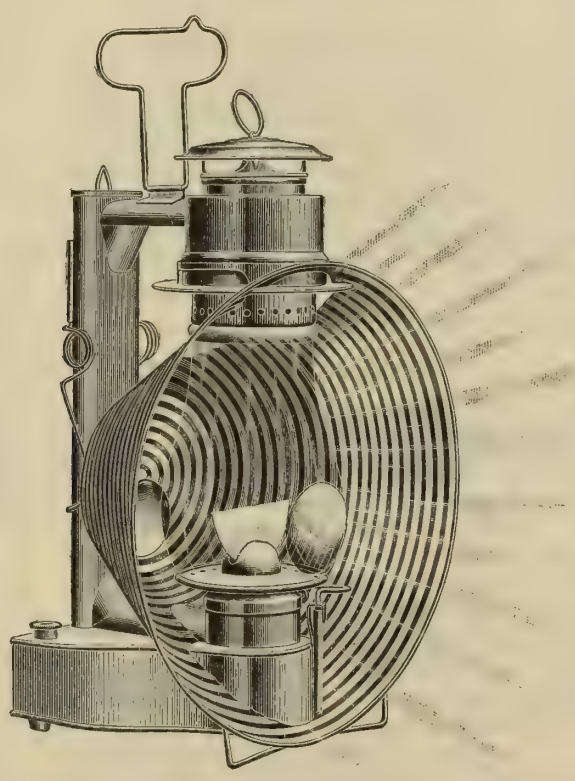
If you have never used Ham's Lanterns or seen them burn it will pay you to specify "Ham's" the next time you order. You will never be satisfied with any other make. Prices help make them so popular.



Showing Lamp in position on end of dash. Can be used on front of dash also, by means of spring on back of dash.

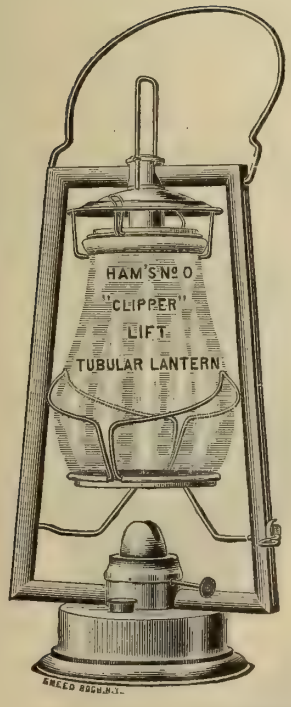


This is the **ONLY** original **COLD BLAST** lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities. A good lantern for use around windy places—a great seller.



Ham's No. 20 Search Lamp.

Finished in blue japan finish with bullseye or plain globe, as desired. Specially adapted for use on lawns, picnic grounds or summer resorts. Gives a magnificent light and burns so steady in strongest winds.

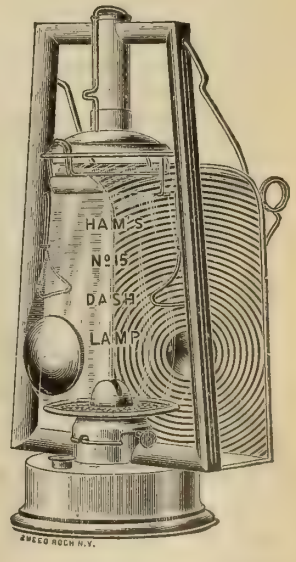


"Slickest thing out." Takes No. 0 globe, 5/8 wick, locked burner. Most popular lantern made. Everybody likes it and you can't blame 'em.

We Sell to the Jobbing Trade Only.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.



A good combination lantern. Can be used as a common hand lantern or dash-board lamp. Finished in plain tin or blue japan, with plain or bullseye globe.

A PUSHING SIMCOE DEALER.

ONE of the brightest and most progressive retail hardware merchants in Canada is Mr. A. D. Ellis, of Simcoe, Ont. He has been in business in Simcoe 26 years, and has gradually built up a good business and a good reputation. Lately he has found it necessary to secure more extensive premises, and is now erecting a new store two storeys high and basement. The frontage of the building is 22 feet and depth 70 feet. The store windows will be of plate glass, and the cellar will have a granolithic floor and will be lighted at both ends. The new premises will be ready for occupancy in about two months.

In addition to his store, Mr. Ellis has in connection therewith a warehouse 60 feet wide by 40 feet deep.

Mr. Ellis is determined to make his store as modern as possible, and he has been in Toronto a few days this week trying to gather ideas, particularly in regard to fittings.

"We have had a fair winter's trade," said Mr. Ellis to HARDWARE AND METAL, in reply to a question, "and prospects for fall trade are good. Wheat, in our part of the country, is in excellent condition, and, if prices keep up, it will be a good thing for Canada." And then Mr. Ellis laid down his cigar and became eulogistic: "Oh, Canada is safe now. What we want to talk about is prosperity. Let every man talk good times and see how quick they will come. Isn't that so?" he remarked as he turned to Mr. John Irving, the Montreal Rolling Mills' representative.

"That's so," quietly replied Mr. Irving.

"There are a good many buildings going up in the surrounding country," continued Mr. Ellis. "In fact, I never saw so many before. Some buildings are also going up in the town of Simcoe."

Mr. Ellis is also proprietor of a nice little summer resort at Port Dover, on Lake Erie. It is called Victoria Park, and there are eight neat and nicely furnished cottages thereon. These cottages rent at a moderate sum, and Mr. Ellis has still a few of them to let.

POWER OF PERFORATION.

A curious illustration of the power of light matter to perforate harder substances when driven at a high velocity is mentioned by The Engineer, of London, as having taken place in the Royal Arsenal at Woolwich, England, lately. In the course of experiments on firing gas in mines, conducted by Capt. Cooper Key, R.A., under the Home Office, a special gun is employed to do duty for a borehole with a charge of high explosive, and pressed cylinders of raw dry clay 3 inches long and 1⅞ inches in diameter are used to represent tamping. These shots are made to act in various mixtures of air, coal dust, gas, etc., and to stop the course of plug, etc., eventually a cast iron target plate, 1 inch thick, was placed 25 feet in front, at an angle of 45 degrees, in order to break up everything into dust and throw it upward.

After three or four shots with this arrangement, the clay plug, weighing 7½ ounces, perforated the 1-inch iron plate, and the hole thus made has been steadily extended since. The familiar tallow candle passing through a door must hide its head before a 7½-ounce plug of clay perforating an iron plate 1 inch thich at an angle of 45 degrees. Doubtless, the velocity must be tremendous. It is pointed out that the velocity for a hard cylinder of this weight and size to cut through 1 inch of wrought iron at 45 degrees would be over 1,800 foot seconds. With cast iron and clay, and the three or four repeated blows, everything is so greatly altered that there is little more to be said than that the effect is remarkable and unexpected.

A BUSY LANTERN FIRM.

The Ontario Lantern Co. (Walter Grose, Montreal, sole agent) is working overtime, meeting the demand for its "Royal" cold blast and "Climax" tubular lanterns; also its new safety extinguishing lamp burners. The company has already several large orders on its books for the coming season's trade. It is also putting a new search light lantern on the market.

A CHANGE IN HARDWARE.

Mr. James Kerrigan, manager for the Hobbs Hardware Co., London, Ont., is severing his connection with that firm to enter into business on his own account. He will be succeeded by Mr. C. A. Whitwam, formerly with W. Thompson & Co., and Risley & Kerrigan, Toronto, and lately one of the Hobbs Hardware Co.'s travelers.

GURNEY-TILDEN IN MONTREAL.

The Gurney-Tilden Co., Hamilton, is opening a sample room in a prominent position, in Montreal, to exhibit its full line of "Souvenir" stoves and ranges; also standard scales of all kinds, door locks, knobs, and builders' hardware. This store will be under the supervision of the company's eastern agent, Mr. Walter Grose, and a stock of the staple lines, for the convenience of the wholesale trade, will be carried.

AXES FOR DOMINICA.

Bertram, Wilson & Co. are this week making a shipment of axes to Dominica, Windward Islands. This is the firm's second shipment to Dominica since March last. The shipment went via St. John, N.B.

USEFUL GLASS BOOK FOR RETAILERS.

The Toronto Plate Glass Importing Co. has issued its 1898 catalogue. It contains nearly 500 diagrams and illustrations of the many beautiful designs which the company is putting on the market this year. This book will be especially handy to the retail dealer, in glass, because of the many useful tables of prices for various sizes of window glass, polished plate glass, ornamental, colored or white church glass, and for mirrors. No dealer who handles glass should miss the opportunity of getting this book.

A NEW CHEAP FILE.

The Globe File Manufacturing Co., Port Hope, is making preparations to make a special brand of files, aside from its standard "Globe" brand, which will be called "Crescent," and although this brand will grade first quality, still the material in these goods is not equal to what is used in the firm's regular goods. The Globe Co. is compelled to bring out another grade to compete with the many fictitious brands offered by American manufacturers. The price on "Crescent" files will be lower than on the standard goods. The company will be in a position to fill orders for this new line on June 1.

PERSONAL MENTION.

Mr. Colvin, of Colvin & Fraser, hardware merchants, Galt, was in Toronto this week.

Mr. Jacob Samuel, of London, England, is again visiting in Toronto after an absence of two years.

Mr. Richard Garland, manager of the Dunlop Tire Co., was thrown from his carriage while driving on Beverley street the other day. His nose was cut, and his face and body badly bruised. Dr. Badger attended to his injuries, and he was then removed to his residence, 19 Brunswick avenue.

We also manufacture Burton's Nos. 1, 2 and 3 Gem Wire and Wire Drive Anti-Rattlers, Becker Game Trap and Dandy Clothes Rack. Ask your Jobber for them, or send to us for prices and circulars.

FERNALD MFG. CO., Northeast, Pa., U.S.A.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

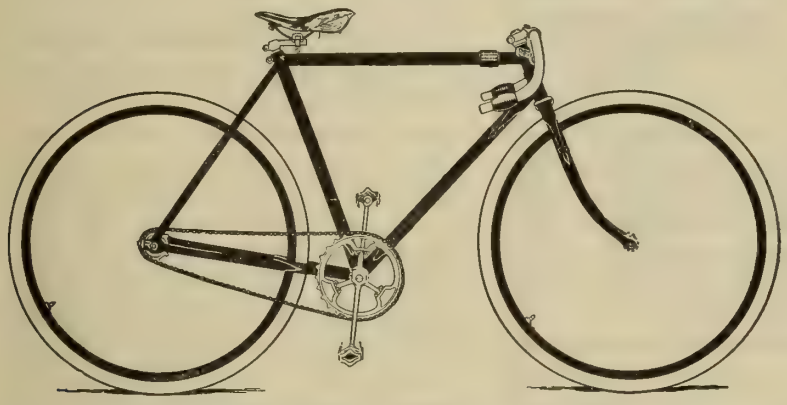
The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale



RAMBLER BICYCLES.

BERTRAM, WILSON & CO.

IRON, STEEL, HEAVY HARDWARE.

LUMBERING, MINING AND RAILROADING SUPPLIES.

PICKS, SHOVELS, SPADES, AXES, SAWS AND FILES.

Agents for

Gormully & Jeffery Mfg. Co, CHICAGO.

...Rambler Bicycles.

53 YONGE ST.
161 YONGE ST.

TRADE MARK

It is a well known fact that no other goods are as carefully made and inspected as

TRADE MARK

HENRY BOKER'S

Hardware, Cutlery, etc.

Just received, unrivalled lines of

Scissors, Razors, and Pocket Cutlery.

TRY THIS FAMOUS MAKER'S SINGLE AND DOUBLE BLADE JACK KNIVES.

Buy his goods. Take no other and you will capture the cream of the trade. . . . .

Best assortment always on hand

TRADE MARK

TRADE MARK

RICE LEWIS & SON, Limited

TORONTO

RELATIVE STRENGTH OF WROUGHT IRON AND STEEL PIPE.

AN investigation into the relative strength of wrought iron and steel pipe was recently made by Prof. Henry M. Howe, at the instance of the National Tube Works Company, and the the results of these tests have been made public. Three points were included in the trials, the resistance to bursting under pressure; the tensile strength; and the friction, or resistance to the pressure of water. In each, three classes of pipes were tried, 2-in. line pipes, 2-in. tubes, and 5⅝-in. casing. The steel pipes were made at the National Tube Works, and were taken from the ordinary market stock; the wrought iron pipes were obtained from three makers of good standing, and also represented the usual stock quality.

HYDRAULIC TEST.

In the bursting tests 51 wrought iron and 36 steel pipes were subjected to hydraulic pressure. The results show that the bursting strength of the steel pipes of the three classes tested exceeded that of wrought iron by 62 per cent., 84 per cent., and 119 per cent. respectively. These percentages should probably be increased, as 12 pieces of the steel pipe did not burst under a pressure of 6,000 lbs., the highest measured. Comparing the minimum strength of the two classes, the weakest iron 2-in. pipe was found less than one-half as strong as the worst steel one; the worst 2-in. iron tube had only 64 per cent. of the strength of the worst steel; while 6 out of 16 of the 5⅝-in. iron casings were only from one-sixth to one half as strong as the weakest steel ones.

The 2-in. steel pipes were slightly heavier than the wrought iron pipe of the same diameter; but the difference in weight was far too small to account for the great difference in strength. The tensile tests were made on 11 steel and 11 wrought iron pipes, and the results are given in the accompanying table. The steel showed tensile strength greater by 32 per cent. in the 2-in. pipe; 22 per cent. in the 2-in. tubes, and 52 per cent. in the 5⅝-in. casing. The results do not call for special remarks.

FRICTION TEST.

The friction tests are described by Prof. Howe as follows: "These were of two kinds, scraper tests and hydraulic tests. The scraper tests were made by drawing through each of 10 steel and 12 wrought iron pipes a steel boiler tube scraper under a constant pull, and noting how fast it traveled.

"In the hydraulic test I coupled together six 2-in. steel pipes in one lot about 104 ft. long, and six 2-in. wrought iron pipes in another lot of the same length. Through each 104-ft. lot thus made I then ran water at full hydrant pressure, and also at lower pressure, and noted in each case the loss of pressure of water in traveling the length of the pipe. This loss of pressure gives us a measure of the friction in each 104-ft. lot.

"In the scraper tests neither metal has a decided advantage over the other. In many cases, owing to the lightness of the pull used, the scraper was arrested by the friction of the surface of the pipe after it had traveled only part of the measured distance. As regards the proportion of arrests thus caused, the steel stands somewhat better than the wrought iron, the arrests being 34 per cent. of the total number of trials for steel against 44 per cent. for wrought iron. On the other hand, on a general average of those cases in which the scraper was drawn through without arrest, the velocity of travel was rather greater in the wrought iron than in the steel pipes. But, as this leaves out of consideration all the cases in which the scraper was arrested, and thus does not give sufficient weight to the rougher pipes of each class, and, as the number of arrests thus left out of consideration was greater in case of wrought iron pipes than in case of the steel ones, these averages give an undue advantage to the wrought iron pipes.

"In the hydraulic tests the steel showed a constant and pretty uniform superiority to the wrought iron. For given initial pressure, the final pressure is on an average of 0.1 lb per square inch greater in case of steel pipe than in case of wrought iron pipe. In other words, for given initial pressure the final pressure is about 5 per cent. greater in case of steel than in that of wrought iron."

BURSTING STRAIN.

In the resistance to bursting strain, which is the most important point to the investigation, Prof. Howe's conclusions are strongly in favor of the steel pipe. In his summing up on this point he says: "Whether we compare the average or the worst of the steel and wrought iron pipes together, we find that the steel excels the wrought iron very greatly; so greatly, indeed, and so uniformly that we may safely conclude that steel pipe resists bursting much better than the wrought iron pipes of the brands which I examined. The explanation of the very great superiority of the steel pipe over the wrought iron pipe is two-fold:

"First. That the bursting strength of a pipe is limited by the strength of the metal across the grain, and that, while wrought iron is very weak across the grain, steel is nearly as strong across as along the grain. It is natural that, owing to the extreme weakness of wrought iron across the grain, pipes made of it should be very deficient in bursting strength.

"Second. That the steel used welds so thoroughly that the pipe as a whole gets the benefit of the fact that the steel of which it is made is much stronger than wrought iron. This inference agrees with other facts, of which I will refer to two:

"First. Of the 23 steel pipes which burst at all, 17.4 per cent. burst elsewhere than at the weld, showing that in these cases the weld was not the weakest place in the pipe.

"Second. In a German investigation into the strength of 19 welded boiler flues made of soft steel like yours, it was found that the weld was practically as strong as the solid metal. Here the strength of the weld was on an average 99.3 per cent. of the strength of the solid unwelded metal, the weakest weld being 91.9 per cent. as strong, and the strongest 109.3 per cent. as strong as the solid metal."—American Manufacturer.

A RESPECTED MERCHANT DEAD.

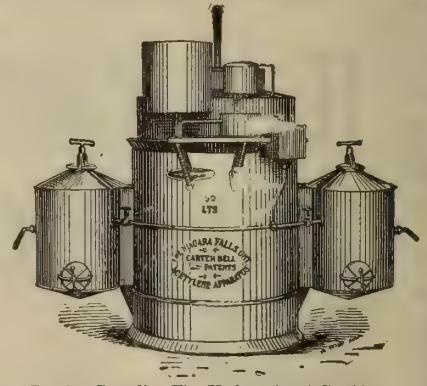
Mr. David Stewart, senior member of the firm of D. Stewart & Son, general merchants, Thistletown, died on Saturday evening, May 7, after a short but acute illness of only three days. He leaves a wife, one son and one daughter to mourn his loss. The business will be continued for the present by Mr. Geo. Stewart, only son and junior member of the firm. Mr. Stewart has been in busines at Thistletown for over forty years and was a fine business man and respected by all. The funeral was large, and was conducted by the Masonic fraternity. The Canadian Order of Chosen Friends also attended.

ADVANCE IN PARIS GREEN.

The Canada Paint Co., Toronto, received a telegram from New York at noon on Friday, stating that Paris green had advanced there, one pound packages being quoted at 19½c. It is expected that the market in Canada will follow.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.

Niagara Falls, Ont. Limited

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

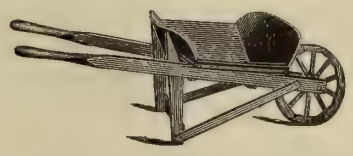
PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

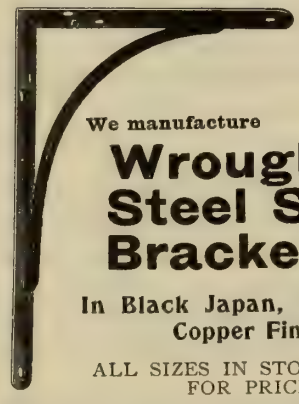
The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.



Send post card and get copy of New Catalogue.
Cleland Bros. & Co.
MEAFORD, ONT.
Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL



We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S Poultry Netting
These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by
The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.
For Sale by . . . .
The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.
And by — Hardware Jobbers throughout the Dominion.
James Cooper, Montreal, General Agent for our Railway Fencing.

ONE DOLLAR A YEAR
★
Sample Copy Free
★
D. T. Mallett
Publisher
271 Broadway
New York

Keep on the Right Side

of a painter, and that painter will stick to you — you knew that, of course, but do you try your level best to keep a painter interested in you, and the store ?

There isn't a painter living but what wants to earn more money, and Boeckh's Bridled Brush will do just that thing—human nature is no different in your section than it is in ours.

Boeckh's Bridled Brush appeals to the "right side" of **all** painters—it appeals to their common sense.

The flexible bridle is absolutely liquid-proof—it comes off and can be replaced "quick as a wink." It spreads the paint evenly, and the brush covers a larger surface. Each separate bristle yields its full flexible powers.

Boeckh's Bridled Brush

BOECKH BROS. & COMPANY, Mfrs.
TORONTO, ONT.

Montreal Branch, 1 and 3 DeBresoles Street
Agencies at Winnipeg, Halifax, Vancouver, Glasgow.

Works
Anderson, Ind.

Chicago
118 Lake St.

THE ARCADE FILE WORKS

MANUFACTURERS OF

IMPROVED INCREMENT CUT FILES

Cut faster and wear longer than any on the market.

97 Chambers Street
NEW YORK.

Others can imitate
our seal

but not our
increment cut.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DAVID W. SMITH, general merchant, East Mines Station, N.S., has assigned.

A. L. Dombrowski, hardware dealer, etc., Quebec, has assigned.

Assignment has been demanded of Damase Leclair, contractor, Montreal.

W. S. Porteous & Co., general merchants, Pugwash, N.S., have assigned.

E. Bourgoin & Fils, general merchants, St. Flavie Station, Que., have assigned.

Angus & Hill, general merchants, Stockton, Man., have dissolved, Thos. Angus continuing.

Keddy & Kenny have bought out Hodgson Bros & Co., general merchants, Alexandria, Ont.

A dividend of 11½c. on the dollar has been declared in the estate of Moses Goldstein, tinsmith, etc., Ottawa.

Henri Gauvin and Gedeon A. Leclerc have registered as partners, under the style of Gauvin & Leclerc, general merchants Quebec.

Charles E. Colson and Charles H. Colson have registered as partners of the firm of C. E. Colson & Son, general merchants, Montreal.

Moses Schleifer and Hyman Schleifer have registered as partners, under the style of M. Schleifer & Son, general merchants, Montreal.

SALES MADE AND PENDING.

Alex. Griffith, harnessmaker, Welland, Ont., is advertising his business for sale.

The Salmo Lumber Co., sawmillers, Salmo, B.C., has sold out to Frank Lavin.

W. J. Armstrong, hardware dealer, Vernon, Man., is advertising his business for sale.

The stock of W. N. Everingham, general merchant, Humberstone, Ont., is advertised for sale by auction on the 18th inst.

The balance of the assets of Pierre Gelinas, general merchant, St. Alexisdes Monts, Que., are advertised for sale on the 13th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Gill, Thom & Co., oils and mill supplies, Montreal, have dissolved.

Storey & Freeman, hardware dealers, Milton, Ont., have dissolved, George Storey continuing.

H. Chubb & Co., Limited, dealers in electrical supplies, St. John, N.B., have dissolved.

Louis Cardinal and Alfred Lacroix have registered as partners under the style of Cardinal & Lacroix, Montreal.

Charles Willoughby, lumber dealer, Regina, N.W.T., has admitted Wm. Duncan, and is now adding hardware to his business.

CHANGES.

W. E. Terrill, sawmiller, Cody, B.C., has gone out of business.

Baker & Rohwedders have commenced business as painters, in Halifax.

The Deseronto Iron Co., Limited, has obtained charter of incorporation.

Osias Biscornet is commencing business as blacksmith, in Henrysburg, Que.

A. McVarnish, general merchant, Arichat, N.S., has sold out to S. T. Leblanc.

James Lowrie, general merchant, Leskard, Ont., has been succeeded by S. B. Dobson.

Mrs. Mary Shannon, hardware dealer, Regina, N.W.T., has sold out to V. McCausland.

White & Cavanagh, sawmill owners, Sandon, B.C., have leased their mill to Balisle Boan.

The Woodstock Bicycle Manufacturing Co., Limited, Woodstock, Ont., has obtained charter.

The Ontario Silver Co., Limited, manufacturers of cutlery, Humberstone, Ont., is applying for charter.

The Burrow, Stewart & Milne Co., Limited, stove manufacturers, Hamilton, has obtained charter.

J. E. Richards, general merchant, Rocklyn, Ont., has sold out to George Crabtree, who takes possession August, 1898.

Elizabeth S. Galbraith, wife of Archibald Ward, has registered as proprietress of the firm of Thomas Ward & Co., general merchants, etc., Chambly Canton, Que.

The Diamond Glass Co., Limited, are making application for supplementary letters patent confirming the increase of capital stock to $1,000,000.

FIRES.

W. Y. Cannon, general merchant, Sharbot Lake, Ont , has been burned out.

John Hetherington, general merchant, Sharbot Lake, Ont., has been burned out.

DEATHS.

Walter MacFarlane, mfr. harness, etc., St. Mary's Ferry, N.B., is dead.

BRITAIN'S GROWING COAL TRADE.

FOR the sake of comparison, and to show how Great Britain's export coal trade is growing, the following data has been compiled from the latest returns of the British Board of Trade: "The shipments in March were 3,079,982 tons, as compared with 2,880,910 tons in March, 1897, and 2,472,707 tons in March, 1896. In these totals the exports to France figured for 530,844 tons, 495,633 tons and 414,704 tons respectively; those to Italy for 489,654 tons, 420,288 tons and 348,936 tons respectively; and those to Germany for 328,095 tons, 306,886 tons and 275,613 tons respectively. The aggregate exports in the first three months of this year amounted to 8,508,542 tons, as compared with 7,985,121 tons in the first quarter of 1897 and 7,571,166 tons in the first quarter of 1896. In these totals the exports to France figured for 1,579,421 tons, 1,470,096 tons and 1,405,656 tons respectively; those to Italy for 1,263,995 tons, 1,228,244 tons and 1,054,699 tons respectively, and those to Germany for 780,852 tons, 689,599 tons and 703,505 tons respectively. Coal exports to Spain have also shown an increase this year, having amounted on March 31 to 626,293 tons, as compared with 639,406 tons and 610,974 tons in the corresponding periods of 1897 and 1896 respectively. Sweden and Norway took 544,803 tons to March 31 this year, as compared with 463,676 tons and 415,058 tons respectively; while Egypt imported 515,439 tons, as compared with 515,221 tons and 457,067 tons respectively. Coal was shipped in the first three months of this year for the use of steamers engaged in foreign trade to the extent of 2,642,283 tons, as compared with 2,463,979 tons in the first quarter of 1897 and 2,328,303 tons in the final quarter of 1896. It follows that in one form or another 11,150,825 tons of coal left the United Kingdom in the first quarter of this year, as compared with 10,449,100 tons in the corresponding quarter of 1897 and 9,899,469 tons in the same quarter of 1896. It will be seen that the movement from the shores of the United Kingdom has been proceeding this year at the rate of 44,603,300 tons per annum. The value of the coal exported from the United Kingdom in the first three months of this year (without taking account of coal shipped for the use of steamers engaged in foreign trade) was £3,896,770, as compared with £3,572,708 in the corresponding three months of 1897 and £3,429,210 in the corresponding three months of 1896."

CONCENTRATED ENERGY.

"THERE was not room enough for us all in Frankfort," said Nathan Mayer Rothschild, speaking of himself and his four brothers. "I dealt in English goods. One great trader came there, who had the market to himself; he was quite a man, and did us a favor if he sold us goods. Somehow I offended him, and he refused to show me his patterns. This was on a Tuesday. I said to my father, 'I will go to England.' On Thursday I started. The nearer I got to England, the cheaper goods were. As soon as I got to Manchester, I laid out all my money, things were so cheap, and I made a good profit."

"I hope," said a listener, "that your children are not too fond of money and business, to the exclusion of more important things. I am sure you would not wish that."

"I am sure I would wish that," said Rothschild; "I wish them to give mind, and soul, and heart, and soul, and body, and everything to business; that is the way to be happy." "Stick to one business, young man," he added, addressing a young brewer; "stick to your brewery and you may be the great brewer of London. But be a brewer, and a banker, and a merchant, and a manufacturer, and you will be in the Gazette."

Not many things indifferently, but one thing supremely, is the demand of the hour. He who scatters his efforts in this intense, concentrated age, cannot hope to succeed.

"Goods removed, messages taken, carpets beaten, and poetry composed on any subject," was the sign of a man in London who was not very successful at any of these lines of work, and reminds one of Monsieur Kenard, of Paris, "a public scribe, who digests accounts, explains the language of flowers, and sells fried potatoes."

* * *

The great difference between those who succeed and those who fail does not consist in the amount of work done by each, but in the amount of intelligent work. Many of those who fail most ignominiously, do enough to achieve grand success; but they labor at haphazard, building up with one hand, only to tear down with the other. They do not grasp circumstances, and change them into opportunities. They have no faculty of turning honest defeats into telling victories. With ability enough, and time in abundance—the warp and woof of success—they are forever throwing back and forth an empty shuttle, and the real web of life is never woven.

If you ask one of them to state his aim and purpose in life, he will say: "I hardly know yet for what I am best adapted, but I am a thorough believer in genuine hard work, and I am determined to dig early and late all my life, and I know I shall come across something—either gold, silver, or at least iron." I say most emphatically, no. Would an intelligent man dig up a whole continent to find its veins of silver and gold? The man who is forever looking about to see what he can find, never finds anything. We find what we seek with all our heart, and if we look for nothing in particular, we find just that and no more. The bee is not the only one that visits the flower, but it is the only insect that carries honey away. It matters not how rich the materials we have gleaned from the years of our study and toil in youth, if we go out in life with no well-defined idea of our future work, there is no happy conjunction of circumstances that will arrange them into an imposing structure, and give it magnificent proportions.—Pushing to the Front.

A. W. Humphries, hardware merchant, Parkhill, Ont., finds time for active Christian work, as well as for looking after his business, and for some years has been superintendent of the Methodist Sunday-school, Parkhill. On retiring this year, he was presented with a handsomely bound hymn book and an address from the officers and teachers of the school.

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF
WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES, COUNTER SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.

WALTER GROSE, 30 St. Dizier St., Montreal, Que.
Agent for Montreal and Eastern Provinces.

2500 Barrels Portland Cement

LION BRAND

May - June arrival, by direct steamers from Belgium, for sale, low.

Write for Quotations.

J. WATTERSON & CO., MONTREAL

Plumber and Steam-Fitter

WHAT THE PLUMBERS HAVE DONE FOR THE PEOPLE.

THE following conversation occurred not long since between a prominent member of the National Association of Master Plumbers and an old acquaintance, according to a writer in The Metal Worker.

"How is business with you now that you have the association running in first class shape?"

"Bad! very bad! I make estimate after estimate and don't get work enough to run a decent gang of men. We have done for ourselves with the association. Through it we got regulations and inspections till the people are safe with almost any kind of a man to do their work. When I talk with a customer and explain how I will do him a better job, he says that the lower bidder will do it just as good, for he doesn't want a fancy job and the law says how it must be done and the inspector will see that it is done so.

"In the old days I had a reputation that brought me lots of work. I could point to some serious cases of illness in houses where poor plumbing had been done and where no sickness had occurred after I had remodeled the job. Then such a reputation was worth something but now the fruit of all our labor is that the laws which have been secured by our efforts put us on a level with every other man in the trade.

"It has, however, been a grand thing for the people as a whole. The death rate has been reduced and diseases of some sorts are less heard of and less dangerous. But men who enjoyed a good run of custom through their reputation for knowing better how to do work have not gained much by the change, and yet I would not see things go back to the old way. How do you find it in your town?"

"Well, we are not quite so far along as you are, but we have our troubles. We have attempted to get uniform prices, but some members don't keep their promises, and this makes those who do conspicuous for their high prices and they lose work. Then they can't keep their men going, and when the men are laid off they open little shops for themselves and take work wherever they can get it, to the disadvantage of the older established shops which have more expenses. We are all doing good work, the same as you say you are doing, and the people are certainly getting the best of the plumbers. The outlook seems good all over the country and the association seems thriving and progressive, as it should be after so much good work—in which, however, the greatest benefit has gone to the citizens as a whole."

MEETING OF THE NATIONAL ASSOCIATION.

The dates for the annual meeting of the National Master Plumbers' Association of Canada, which is to be held in Quebec, are June 29 and 30 and July 1 and 2. R. Sampson is chairman of the committee of arrangements.

PLUMBING AND HEATING CONTRACTS.

Guest & Co., Toronto, have contracts for the plumbing and steam heating of a residence for G. Lovey, Baldwin street, and for the gas-fitting and plumbing for a residence at 17 St. Patrick street, Toronto, for Thos. Cook.

A. MacKay & Co., Montreal, have the contract for the plumbing, heating, and ventilating of two houses for A. Leclair, Montreal.

The Bennett & Wright Co., Limited, Toronto, has the contract for putting in the automatic sprinkling system in the Toronto Railway Co.'s building, at the corner of Front and Princess streets; for the plumbing of a large residence for Chester Massey at Dentonia Park; for the heating, plumbing and electric lighting of the new Nasmith restaurant, at the corner of King and Bay streets; for the heating and plumbing of a residence on Shuter street for Miss Moran; for the plumbing and heating of the new building for the Toronto Electric Light Co., Limited.

PLUMBING AND HEATING NOTES.

TWO good-sized brick blocks will be erected in Fort William, Ont., this summer. A residence to cost $6,000 will also be erected.

Shaw and Beairsto, two practical plumbers, intend opening out in business in Charlottetown. P.E.I.

G. R. Burtt has begun the erection of a two-storey house in Hartland, N.B.

Howard Burtt is building a warehouse on King street, Woodstock. N.B.

Acetylene gas is being introducsd extensively into St. Thomas, Ont. The electric lighting system in that city will be changed from a midnight to an all-night service.

The corporation of Belleville, Ont., is talking of taking over the waterworks plant there. The company asks $200,000 for the system.

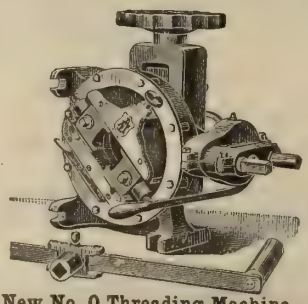
Builders in Ridgetown, Ont., are likely to have a busy season this summer. Several nice residences are now under construction.

A new building, three-storeys high and 100 x 50 feet, will be erected in Wiarton for the Hepworth Manufacturing Co.

The Council of Fort William, Ont., has passed a by-law appropriating $5,000 for extension of the waterworks system there.

Permits have been issued in Toronto to G. E. Folkes for a two-storey and attic

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES
(Hand or Power)



New No. 0 Threading Machine.

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office. 139 Centre Street Bridgeport, Conn.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, **OWEN SOUND.**

ISLAND CITY
Paint and
Varnish Works

. . Manufacturers of . .

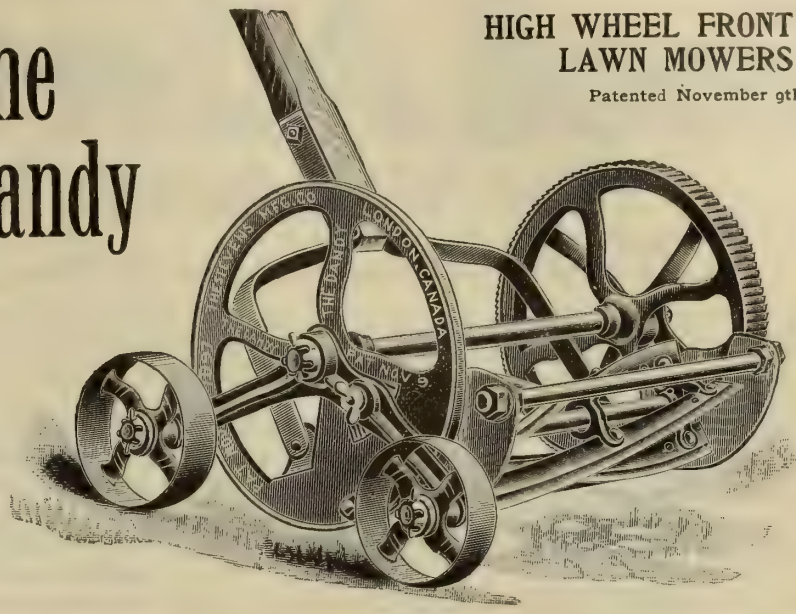
READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

The Dandy

HIGH WHEEL FRONT CUT LAWN MOWERS

Patented November 9th, 1897



Thoroughly tested and found right. The latest and best mower on the market.

POINTS OF MERIT

Lightness, Durability, Easy and Noiseless Running and Perfect Working.

Its great advantages over all others:

1. The one wheel gear. 2. The front cut.
3. Simple manner of adjusting.
4. The absence of trailing wood roller.

For full particulars, prices, etc., write

THE STEVENS MANFG. CO., London, Ont.

brick dwelling near Boustead avenue, on Indian road, to cost $2,500; to John Doney, for improvements to residence at 1164 Yonge street, to cost $750; to G. H. Copping for a large frame cottage on the Island, to cost $800; to M. Jones, for alterations to houses 147, 149 and 151 George street, to cost $3,000.

PROSPECTING FOR CANADIAN TRADE.

A. E. HAHN, of the firm Schaffer, Hahn & Behrens, Birmingham, England, with a branch house in Hamburg, Germany, is at present staying at the Windsor, Montreal. He left England at the beginning of March for British Columbia, where his firm has done a considerable amount of business for a number of years.

Mr. Hahn said: "We have not so far made any efforts to extend our business in the eastern part of Canada. I feel certain after what I have seen that this part of the Dominion will be a fair field for our canvassers. My trip to this part of Canada is only a prospecting one. I see, however, what can be sold here, and myself, or one of our travelers shall come out with the necessary samples, so that we can cover the ground thoroughly."

It is estimated that there are nearly 500 bicycles in Brandon, Man. There are about 75 in use in Souris, Man.

INVENTION OF LAMPS.

THE invention of lamps is ascribed to the Egyptians, says The World of Progress. In the British Museum are two colored glazed tiles which were fixed in the centre of the ceiling; each has a large knob pierced through the base to receive a cord for suspending a lamp; around the base of each is an inscription stating that it formed part of the decoration of the Temple of Kammuri, at Calah Nimrod, in the time of Assuru-Abia, 885 B.C. What the lamps were made of cannot now be ascertained, but there is plenty of contemporaneous glass which has been discovered in the neighborhood.

The sacred lamps in Greek temples whose undying flames were perpetually watched by vestas were probably of metal, and the wick formed of asbestos.

In the public baths at Pompeii two lamps were used, each to light two rooms. These lamps were protected by circular convex glasses, fragments of which were found on the spot.

The marvelous accounts by mediævel authors of perpetually burning lamps found in ancient tombs seem too numerous and well tested to be altogether fabulous. When the tomb of Pallas, son of Evander, who is mentioned by Virgil, was discovered about the twelfth century by a countryman digging near Rome, it is said a lighted lamp was still burning over his head, which must have been lighted more than 2,000 years, and might be called eternal.

Baptista Porta, in his treatise on Natural Magic, relates that about 1550 a marble sepulchre of the Roman period was discovered on an island near Naples, and on opening the tomb was found a phial containing a burning lamp. This lamp became extinct on breaking the phial and exposing the flame to the open air. It was supposed that this lamp had been concealed before the Christian era, and those who saw it reported that the lamp emitted a splendid flame.

In 1550 a remarkable lamp was found near Atestes, Padua, by a rustic digging, who unearthed a terra cotta urn containing another urn, in which was a lamp placed between two cylindrical vessels, each of which was full of a very pure liquid, by whose virtue the lamp had been kept shining upward of 1,500 years. This curious lamp was not meant to scare away evil spirits from a tomb, but was an attempt to perpetuate the profound knowledge of Maximus Olybius, who effected this wonder by his extraordinary skill in chemical art.

St Augustine says a lamp was found in the temple of Venus, exposed always to the open weather, and which could never be extinguished. Ludovicus Fives mentions another lamp, which was found a little before his time, that had continued burning 1,050 years.

Good Advertising

For Wide Awake Retailers

By F. James Gibson.

Our "Good Advertising" department is to help our subscribers to do better advertising. The gentleman whom we have selected as its conductor is well known as one of the foremost advertising specialists of the day. Any of our readers who desire the benefit of Mr. Gibson's criticisms on advertisements or advertising methods, or his advice on any advertising subject, can have it or both entirely free of charge by writing to him in care of this journal.

If correspondents so desire, fictitious names or initials may be used for publication. But all requests should be accompanied by the subscriber's name,

I AM REQUESTED to say what I think of this ad., and in publishing it, to omit the name at the bottom, which I have clipped off:

Something New For Spring, 1898.

The Newest Designs in Blouses.

I have repeated these goods already. Selling fast.

Pretty lines **FANCY DRESS GOODS,** from 35c. to $1.50 per yard. Handsome Black Figured Dress Goods, 35c. to $1.50 per yard.

CRETONNES, from 11c. to 20c. Cannot be beat as regards pattern or quality.

SIL-VERTA in Pretty Designs, color guaranteed fast, at 25c. per yard.

UNBLEACHED SHEETINGS, two yards wide, at 14c.

BLEACHED SHEETINGS, two yards wide, at 19c.; good quality. This line of sheeting is selling on first sight.

LACE CURTAINS, 45c. to $3.60 per set.

REMEMBER we have a good line of Ladies' and Men's Ties, at 12c. to 60c. each.

MEN'S BRACES, with leather ends. These ends are made of the strongest leather on earth.

The People's Cash Store.

I think it is a very good looking ad. In the original it occupied 55 lines, two columns wide. It is well displayed, and the idea of having the names of the goods stand out boldly is a good one. The ad., however, does not appear to be one calculated to get much direct business. It is too indefinite. "Fancy Dress Goods, from 35c. to $1.50 a yard," is too indefinite. "Cretonnes, from 11c. to 20c." is too indefinite. "Lace Curtains, 45c. to $3.60 per set," is too indefinite. "Ladies' and Men's Ties, at 12c. to 60c." is too indefinite. Probably half the people who read the ad. don't know what "sil-verta" is, except that it sometimes comes in pretty designs and guaranteed colors. Probably the best line in the ad. is: "Men's Braces, with leather ends. These ends are made of the strongest leather on earth." But this line is spoiled by the price, or prices, being left out. If the ad. had said "A line of fancy dress goods, 36 inches wide, in the new black check patterns so much the rage in Paris this season, at 75c. a yard," it would have been better. Definite information and the art of bringing out in an ad the really strong and desirable points about the goods advertised are two things the advertiser ought to strive for.

* * *

How is a country merchant to advertise to advantage when his local newspaper or newspapers have next to no circulation, or, if it be located in so small a place that there is no local newspaper at all? When the circulation of a newspaper is very small—say a few hundred—it is obvious that the publisher don't sell his space at as low a rate per line per thousand of circulation as the big publisher in the city can. In other words, it costs the dealer in a small country place more to reach the people through an advertisement than his advertisement costs his city competitor. In country places the personal element is also more in evidence than in the city. That is to say, there is more friendship trade. Some country merchants are related by blood or by marriage to a very large proportion of the people in their respective localities. Church association and other influences often are very potent. All these things frequently guide the course of business, while in the cities they have but little influence.

It is clear, then, that the country merchant is up against a more difficult task when he depends on advertising to increase his trade than is his city brother. Another thing that makes the task still more difficult is that there is not such a quick and general response to advertisements in the country as in the city. In the country the advertisement-reading habit is not so prevalent, because, like other habits, this habit grows by what it is fed on. It is not so prevalent, because there are comparatively few advertisements in the country papers for the people to read. And a great many of the advertisements which are there are so indefinite and pointless, and so dead-and-alive that they excite no interest and do no good to anyone except, perhaps, the men who publish the papers. But the country merchant, even if without family connection or personal influence of any other kind, need not despair. He has advantages over the city merchant, because his expenses are so much smaller and because the ties of locality are in his favor. And, if he understands his business and has the advertising instinct he will find some way of drawing trade to his store. Most people, especially women, if put to the test, will show that they love a bargain more than they do their relatives. If money is to be saved, the ties of church or other associations referred to, don't really withstand the temptation of lower prices and better assortments of goods for any great length of time. Human nature is human nature, and he who understands it best will be sure to forge ahead whether he is located in a country village or a great city.

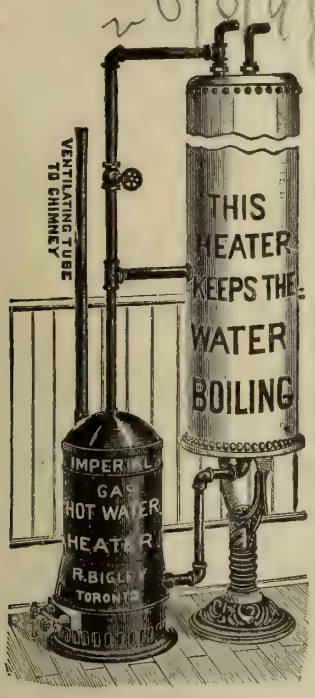
But let us look at some of the ways in which our friend the small country dealer can advertise to advantage in these places where the newspaper is out of the question:

SIGNS.—Besides the usual sign over the door, others can be set up here and there in the district naturally tributary to the store. A good sign would be a blackboard set up over the store on which the special offerings of the day can be chalked. Arrangements could also be made to set up these blackboards in each of the sheds connected with the hotels of the place. If it is found to work better, printed bills could be substituted for the chalk talk. But these printed bills should be changed very frequently—every day if possible, but certainly once a week.

Another good location for signs is inside the store. These inside store signs should not, of course, be large, nor have much reading matter on them. They can be easily made out of cardboard and wooden type. It is important that these signs, too, should be

Imperial Gas Water Heater

PATENTED.



This heater will heat sufficient water for a bath in 15 minutes, and consumes from **20 to 30 feet of gas per hour.**

The heater is tested to 200 lbs. pressure.

Is especially adapted for domestic uses, Hospitals, Hotels, Restaurants, Laundries, or for heating water for a Baptistry or Greenhouse, or can be used as an auxiliary to any Hot Water System; is fitted with a double convex gas burner so that one or both can be used as required: has needle-pointed gas valves. The heater is made of cast iron, lined with asbestos, and covered with steel casing. Call and see them in operation or send for catalogue. . . . .

Manufactured by

R. BIGLEY 96 and 98 Queen Street East **TORONTO**

Established 1860. Incorporated 1895.

THE REASON WHY

"Crescent"

Steel Agate Ware

is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

The... Dominion Wire Manufacturing Company, Limited.

Manufacturers of

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Iron, Steel, Brass and Copper .. **WIRE**

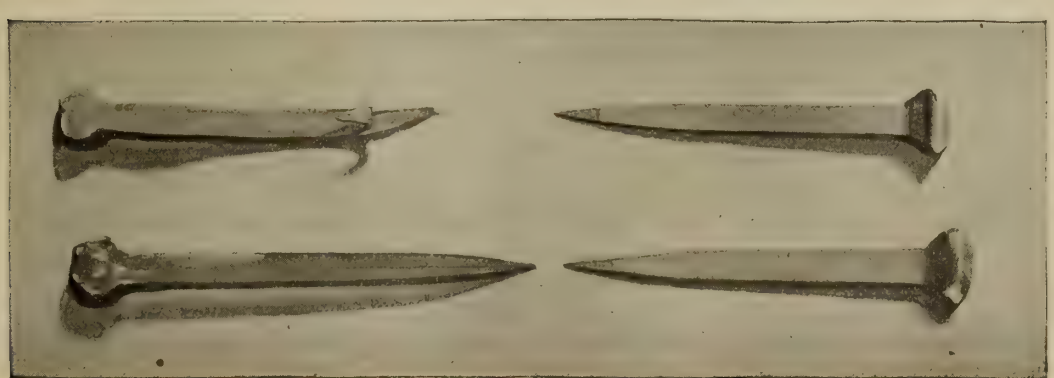
WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Photographed from Horse Nails made in Canada.

"HOT FORGED." "MONARCH."



About fifteen per cent. of all hot forged nails are made from short pieces of rod, welded together in blacksmith's fire. This causes split nails as here shown.

We have the only process using a Graduated reduction and continuous rod in the coil. We do not make any split nails.

Nails made by our process are the only perfectly safe Nails to use.

Maritime Nail Co. Limited.

Saint John, N. B.

Sole Manufacturers

changed frequently. With a little practice considerable skill can be acquired by a person of ordinary intelligence in writing and printing this useful form of advertising.

CIRCULARS are good if they are properly got up and properly distributed, but a handbill is not of much use. A good plan would be to get out a circular of several pages every week, to take the form of a newspaper. The paper could be called "Store News," or some such name. If the advertisements were to be interspersed with genuine and interesting news items it might be an improvement in most localities. If there happens not to be a good enough printing office in the village, get it printed in the nearest city or large town. A good size would be 10 to 12 inches by 4 to 5 inches. It might even be desirable to work in as an advertiser some other dealer in the same village whose goods would not conflict. This would distribute the expense somewhat, and give more of a variety to the advertising. The paper could be distributed through the mails on payment of postage, but it might be sent out by hand to he people of the village. A specially large edition could be got out for such an occasion as the county or township fair. If this fair is at a distance from the village, a few thousand copies of the paper could be sent there to be distributed by reliable persons. Advantage should be taken of any large or suitable gathering of people in our merchant's neighborhood to distribute copies of his advertising paper. As an auxiliary to this publication, smaller circulars relating to certain special lines of goods ought to be placed in each basket or box containing goods going out of the store. Other small circulars ought to be wrapped up in each of the parcels sent out. In all these mediums particular care should be taken to have the advertising bright, interesting and fresh. Get up some new advertisements, and, if possible, some new advertising ideas each business day. If the merchant discovers that anyone of his clerks evinces a particular aptitude for ad.-writing or sign-writing, let him encourage him along, instead of keeping the youth scraping out sugar barrels or washing crockery and glassware, give him a chance to learn something about advertising by the study of books and other publications bearing on the subject. May be the young man will turn out to have decided talent as an advertiser.

* * *

The store that comes to the front, other things being equal, is the store that does the best advertising. It is the fashion among certain small dealers to rail at the department store and blame it for their own lack of success. It is very handy, of course, to have a scapegoat when you feel the need of one, but a little reflection will readily show that this department store question is really very largely a question of advertising. The growth of the big stores has kept step with the growth of the daily newspaper press. This is not at all a mere coincidence. Without the big city daily paper the big city store could not exist. It is clear, then, that newspaper advertising is, to a great extent, responsible for the modern department store. Ten to twenty years from now some of the smallest stores in the big cities will have grown to be big department or other kind of stores, and they will "get there" mainly through their skill as advertisers. There is a lesson in this for many a small dealer in Toronto, Montreal and elsewhere, who is lamenting the fact that the big stores are getting bigger and the small stores smaller.

It makes no difference which of the leading cities you take, in either the United States or Canada, it will be found that the ones which do the most advertising do the most business. The subject of advertising, then, is one which the young man going into mercantile life should make a careful study of. And here's to his success !

* * *

The two following advertisements, taken from an Ingersoll, Ont., paper exemplify two distinct kinds of advertising—the kind that will sell goods and the kind that probably won't. The Forman advertisement starts right and tells you in large type that it is about patent medicines.

The Mitchell advertisement, while much prettier than the other, gives you no hint as to what it is about until you start to read the smaller type. Of course, it is ahead of the average country newspaper advertisement, but it is about no particular kind of

YOU

Are a house-keeper, we presume, and have become tired of a lot of the old-fashioned, time-honored furniture you have had in your home for a long, long time now, and are wondering how you

CAN

arrange to get rid of it, and get something up-to-date without too large an expenditure, for times have been hard, and although they are brightening and feeling easier all around, you still feel that you must

MAKE

every dollar count in your business transactions. This is as it should be, and we invite you to call and see how well we can do for you. We want to serve you; your interests are ours, for once a customer you are always a customer, and the goods you can get for a little

MONEY

in this age of rapid production and keen competition will surprise you. Well made, too, and will last a life-time. Good, honest stuff, of which you may be proud.

Have you seen our new Extension Table? It is the housekeepers' delight.

WE INVITE INSPECTION.

MITCHELL & CO'Y,

KING STREET, OPPOSITE TRADERS BANK.

furniture, except that, at the bottom, two lines are given to "Our new extension table." This ad., therefore, will not sell anything in particular, except, perhaps, one or more extension tables, which, doubtless, are good things. But haven't Mitchell & Co. got plenty of other good things in their store that people are presumably desirous of possessing? Besides this, I don't see how Mitchell & Co. can tell whether their advertising, if all like this, is paying

Patent Medicines

AT THE FAIR.

$1.00 Medicines for 75c.

Hood's Sarsaparilla, Ayer's Sarsaparilla, Ayer's Cherry Pectoral, Paine's Celery Compound.

And at 80c.

Pierce's Medical Discovery and Favorite Prescription.

50c. Medicines for 40c.

Scott's Emulsion, Dr. Williams' Pink Pills, Dodd's Liver Pills, Doan's Liver Pills.

25c. Medicines for 19c.

Ayer's Pills, Chase's Pills, Pierce's Pellets, Carter's Little Liver Pills, Davis' Pain Killer, Thomas' Eclectric Oil, Minard's Liniment, Allan's Lung Balsam, Chase's Catarrh Cure. We also sell Castoria, Mrs. Seigel's Syrup, and other medicines, at FAIR prices.

Monsoon Tea.

One of the finest package Teas, put up by The People Who Grow the Tea in India and Ceylon—Delightful E-X-Q-U-I-S-I-T-E, Try It; and Don't Forget Our Coffees. THE FAIR is the place to trade.

W. C. FORMAN.

them or not. They are quite in the dark as to this important point, simply because there is no way of checking returns for such advertising, should it bring any. The patent medicine ad., I am satisfied, brought business to Mr. Forman, because it gives definite information about something in particular, and because it quotes low prices.—The Dry Goods Review.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

May 13, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	....	3 50
I.X., "	....	4 25
I.X.X. "	....	5 00
I.XXX., "	....	5 75
D.C., 12½x17	....	3 00
D.X	....	3 75
D.X.X	....	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60 "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¾	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

-16 inch	....	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2 20: ¾ inch, $2.62½; 1 inch $3.60: 1¼ inch, $4.75: 1½ inch, $6.20: 2 inch, $8.30.

Galvanized, ½ inch, $3.80 to $4: ¾ inch, $4.60 to $4.80: 1 inch, $6 40 to $6.70; 1¼ inch, $8.75 to $9.20: 1½ inch, $11.25 to $11.80: 2 inch, $15.20 to $16.

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4	....	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe. in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09¼	0 09½
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21½
1-lb. tins	0 18½

Sulphate of Copper.

Casks, for spraying, per lb	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 45

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M,
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 2

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.
Mechanics' Star & File Mfg. Co. Discount, 60 and 10 to 70 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door. per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40	0 50

Lanes, 62½ per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per gro. pair.	
Spring	....	9 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P,, pe doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

h, per gross	1 05	2 50
Chalk, "	1 90	

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,
Eagle, dis. 30 p.c.

Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.
Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal........ " 15
Mystic Metal........ " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d.................. 2 50
4 and 5d.................. 2 25
6 and 7d.................. 2 15
8 and 9d.................. 2 00
10 and 12d.................. 1 95
16 and 20d.................. 1 90
30, 40, 50 and 60d. (base).......... 1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral.......... .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz.......... 0 00 19 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.......... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross.......... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L.......... $ 50 00
No. 38 Hand Machine, range 1½ to 4.......... 100 00
No. 56 Hand Machine, range 2½ to 6.......... 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.......... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz.......... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.......... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning.......... 0 35 2 50

PUMPS

Canadian cistern.......... 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz.......... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz.......... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	8	9
⅜ in..........	8½	9½
¼ and 5-16 in.	9	10
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent..........

SASH CORD.

Per lb.......... 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen.......... 0 40 0 70
"Empire," McMillan & Haynes, per ft.......... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each.......... 0 75 2 75
" frame only.......... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.......... 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz.......... 2 20 3 00

SCREW DRIVERS.

Sargent's per doz.......... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz.......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.......... 2 30 2 45
" black.......... 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.......... 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.......... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz.......... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.......... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross.......... 3 50 5 00
Grind. per ton.......... 15 00 18 00

Stove Polish.

No. 4—3 dozen in case.......... $4 50
No. 6—3 dozen in case.......... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.......... 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks..........
Copper tacks.......... ½
Leather carpet tacks ....
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.......... 10
" " in bulk 15
" " solid heads, in bulk.......... 60
Saddle nails in papers.......... 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application.
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box.......... 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.......... 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.......... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz.......... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.......... 6 00 7 00
Peter Wright's, per lb.......... 0 12 0 13
Pipe, each.......... 5 50 9 00
Saw, per doz 6 50

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.......... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..........	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd..........	....	....
Plain twist..........	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 1 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

WANZER LAMP & MFG. CO.

Hamilton, Ont.

WANZER

INVERNESS, P.Q., Feb. 14th, 1898.
WANZER LAMP & MFG. CO.,
Hamilton, Ont.

GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.

Very truly yours,
JOHN YOUNG.

Write us for illustrated and descriptive pamphlets and testimonials.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

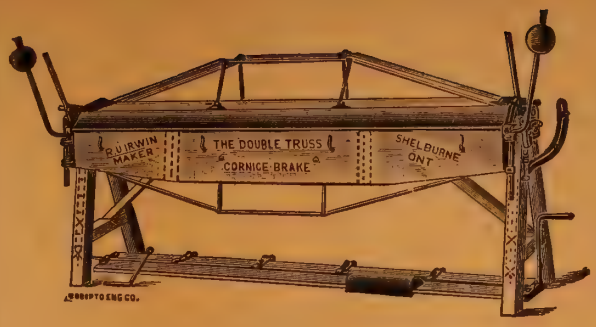
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This Brake binds 22-gauge iron and lighter. . . .

Price, $50.

Very handy Beader Attachment, $10 extra. Address,

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❀ **Meakins & Co.** Montreal

BRUSHES

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Church's Potato Bug Finish

READY FOR USE DRY.

NO MIXING REQUIRED.

The only safe way to use a strong poison.

Worth its cost as a Fertilizer.

Does not injure the vines.

300 pounds net in every barrel. Price, f.o.b. Paris, four barrels for $10.00. Send in your orders now.

THE ALABASTINE COMPANY, Sole Manufacturers, PARIS

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

CONSIDER FOR A MOMENT.

Can you name a better prepared paint than **Robertson's**; one that is easier applied, looks better or lasts longer? If there is one we would like to see it; it would be a rare good paint. Not only is it the best for the consumer but also for the dealer, as it sells quickly, leaving plenty of margin, and it is a great trade-winner too, as people get into the way of going to you for it, so they will go for other things as well.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X MONTREAL AND TORONTO, MAY 21, 1898 No. 21

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar, and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Incidental Advantages

of . . . . .

"QUEEN'S HEAD" IRON

CANADA.

Made by a firm of unquestioned standing, with a world-wide reputation.
Large stocks carried by leading jobbers everywhere.
Prompt delivery of import orders.
Shipment in cases, insuring delivery of every sheet in good order.
No Iron bands to be paid for as Galvanized Iron, and sold as scrap.

JOHN LYSAGHT, Limited,
Bristol and Montreal.

You can buy lower-priced Iron, but you can't buy cheaper.

A City's Confidence.

Toronto stamped its faith in the saying "Quality Counts," and in no uncertain way, when it ordered "Safford" Radiators for its new City Hall and Court House a short while ago. That was a test worth having—the "Safford" stood the test.

Judged from its absolute freedom from a single chance of leaks (screw-threaded pipe connections)—its ability to stand nearly double the pressure of any other radiator (140 pounds to the square inch)—its quick, free and positive circulation—durability—style—finish—it won, and won easily. A city's confidence is worth having.

The Safford Radiators.

The Toronto Radiator Mfg. Co., Limited, Toronto, Ont.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Duplex"

Price Complete $17.00

LIBERAL DISCOUNT TO TRADE.

The Toronto Steel-Clad Bath and Metal Co., Limited

125 and 127 Queen St. E., TORONTO

DUNLOP

60,000 RIDERS OF DUNLOP-TIRED MOUNTS IN CANADA

Help you to sell more bicycles fitted with Dunlop Tires.

That's how it's so much easier to sell good bicycles. Most good bicycles are fitted with Dunlop Detachable Tires.

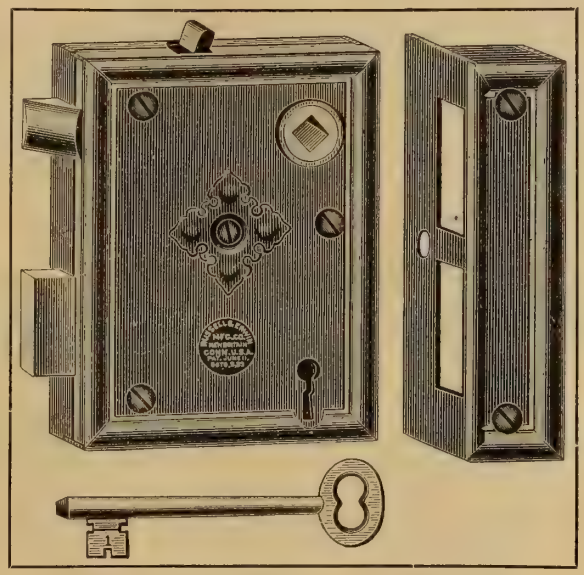
RUSSELL & ERWIN MANUFACTURING COMPANY

Manufacturers of . . .

HARDWARE

Wrought Steel Door Locks

Wrought Steel Mortise Locks Excelling in Lightness and Strength and Novelty of Finish.



Wrought Steel Rim Lock, Nos. 3800 to 3806.

Wrought Steel Door Locks

Wrought Steel Rim Locks, Excelling in Lightness and Strength and Novelty of Finish.

RUSSELL & ERWIN MANUFACTURING COMPANY, New Britain, Conn. Chicago New York Baltimore Philadelphia London

Galvanized Sheets

"Golden Crown," best English.
"Falcon," best American.

Large stock in both brands. . .

M. & L. Samuel, Benjamin & Co.

English House.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

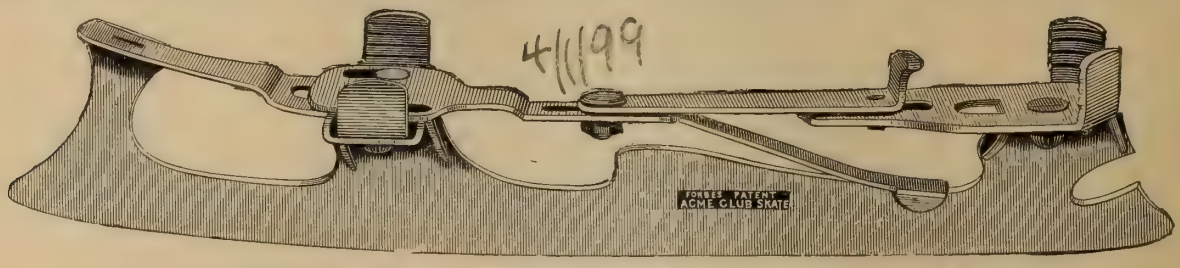
GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.



THE GENUINE ACME.

We are now prepared to fill orders promptly. We make the highest grade of skates, and guarantee them. We solicit your inquiries. Goods dated 1st Nov.

THE STARR MANUFACTURING CO., Limited
T. L. PATON, Resident Agent, Montreal, Que. **DARTMOUTH, N. S.**

The fibre is long and strong

BROWN WRAPPING
HARDWARE MANILLA
MANILLA
FIBRE

Eddy's Wrapping Papers

The E. B. EDDY CO., Limited

HULL	ST. JOHN	VANCOUVER
MONTREAL	HALIFAX	VICTORIA
TORONTO	HAMILTON	ST. JOHN, Nfld.
LONDON	WINNIPEG	KINGSTON
	QUEBEC	

The paper stands wear and tear

TRADE MARK

Over 50 Years of Experience

TRADE MARK

with the Canadian trade and a close study of its demands has placed

Henry Boker

Manufacturer of

Hardware Cutlery, etc.

in a position to always offer the best value as well as correct shapes and qualities.

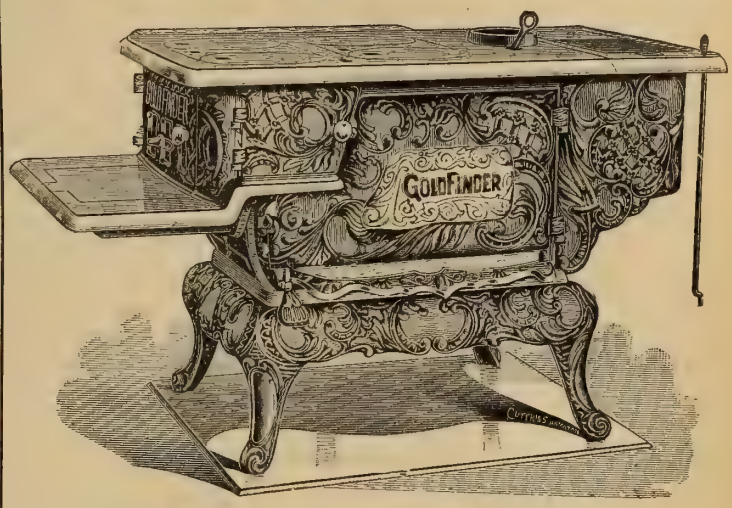
TRADE MARK

Caverhill, Learmont & Co.

MONTREAL

TRADE MARK

Spring Stoves



GOLD FINDER, Steel Oven.

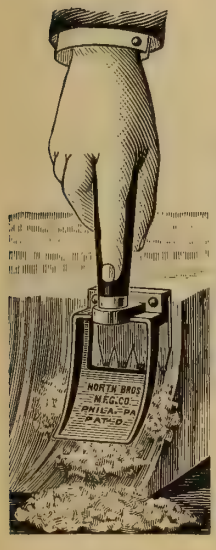
This wood cook met with tremendous success last year—couldn't supply the demand. It's a seller. If you want the popular medium priced wood cook of the year have the line of Gold Finder on your floor. Four sizes, 8-20, 9-20, 8-22, 9-22, square and with reservoir. Burn 22 in. and 24 in. wood.

Copp Bros. & Co., Hamilton, Ont.

Limited

Toronto Branch—81 Queen St. W.

SUMMER SPECIALTIES

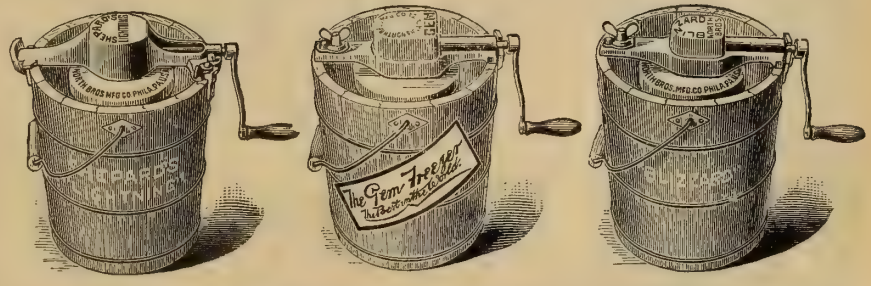


"CROWN" ICE CHOPPER

To chip ice in small pieces for use in ice cream freezers.

ICE SHAVE

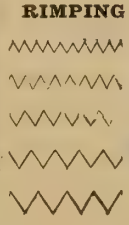
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

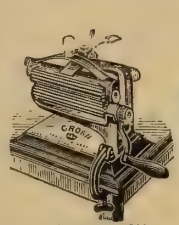


ICE CREAM FREEZERS

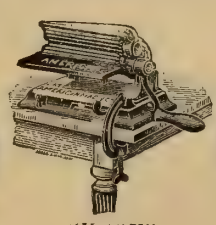
THAT SELL AND GIVE SATISFACTION.

RIMPING





"CROWN" 4½-6-8 in.



"KNOX" 4½-6-8 in.

"AMERICAN" 5-6-7 in.

FLUTING

SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by...

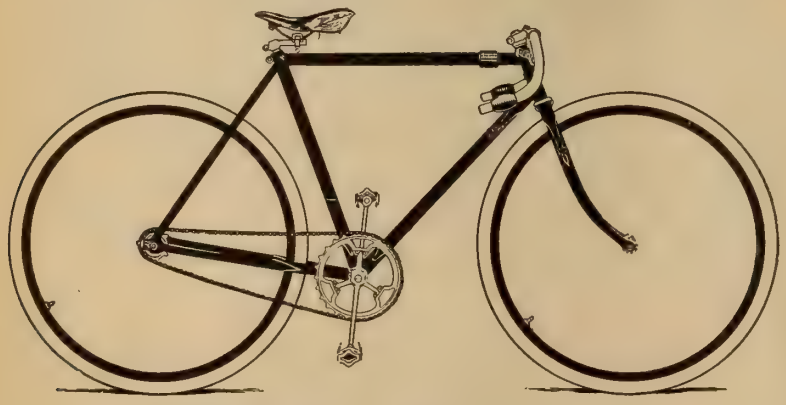
NORTH BROS. MFG. CO., PHILADELPHIA, PA.

Window Glass

We have a large shipment just to hand, and supply all sizes. . . .

SANDERSON PEARCY & CO.

TORONTO



RAMBLER BICYCLES.

BERTRAM, WILSON & CO.

IRON, STEEL, HEAVY HARDWARE.
LUMBERING, MINING AND RAILROADING SUPPLIES.
PICKS, SHOVELS, SPADES, AXES, SAWS AND FILES.

Agents for
Gormully & Jeffery Mfg. Co., CHICAGO.
...Rambler Bicycles.

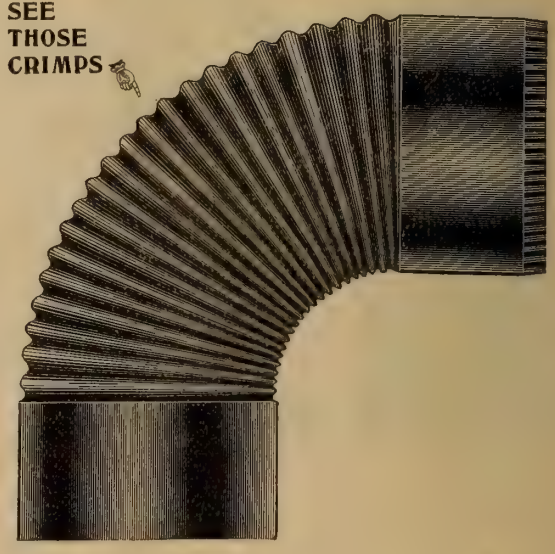
53 YONGE ST.
161 YONGE ST.

8-inch Elbows

THE

Only One-Piece

8-inch Elbow made in the **country** for **Furnaces,** etc. Supplied in tin, iron and galvanized. . . . . .



Kemp Manufacturing Co., Toronto

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MAY 21, 1898 No. 21

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

THE TRADING STAMP SCHEME.

THE trading stamp scheme, which was denounced by the Retail Grocers' Association of Toronto, at its last meeting, has not met with a good reception in the United States, where it was introduced some time ago.

All manner of charges have been brought against the idea. It has been called a fad, a fake, and one journal has likened it to a thief in the night.

What ground there is for these charges HARDWARE AND METAL knows not. All it knows is that several of the States in the Union have adopted laws prohibiting the trading stamp promoters from plying their business.

New York, Ohio, Massachusetts and New Jersey are among the States which have adopted such laws.

The New Jersey Legislature was among the last to pass a prohibitory measure, and the following is an extract from the Act in question :

1. No person shall sell or offer for sale any article or merchandise of any description whatever with the promise, express or implied, to give or deliver, or in any manner hold out the promise of gift or delivery of any ticket, check, metal or paper stamp, or any article of merchandise or other written or printed promise or assurance, express or implied, that the said ticket, check, metal or paper stamp, article of merchandise, or written or printed promise or assurance may be used in payment or purchase of or exchange for, any article or merchandise from any other person or corporation.

2. No person or corporation shall in any manner engage in any gift enterprise business in this State.

3. Any person or corporation violating the provisions of this Act shall be guilty of a misdemeanor, and shall be punished by a fine of not more than $1,000, or be imprisoned in jail not exceeding six months, or both, in the discretion of the court.

As to whether the scheme is such that legislative interference is demanded in order to its suppression, HARDWARE AND METAL is not prepared to say.

But it is prepared to say that it is unbusinesslike.

If a merchant is not competent to run his own business, it is time he got out of it.

On account of the close margin on which business is being done to-day merchants cannot afford to give away 4½ per cent. of their profit.

Business can only be made successful by the employment of bright, up-to-date methods : By selling goods at a fair margin of profit, and by selling them quickly. This means intelligent buying, attractive window displays, judicious advertising, clean and bright stores, etc.

Now, if a merchant is to give away 4½ per cent. of his profits, as per the trading stamp scheme, it follows that the price of the goods he thus sells is that much higher on account thereof.

In other words, the merchant who adopts the trading stamp scheme is compelled, under ordinary circumstances, to sell his goods 4½ per cent. dearer than the merchant who is untrammelled by any such scheme. He is especially handicapped in competition with the departmental store.

Take two merchants doing business adjacent to each other. One has adopted the trading stamp scheme and the other has not. The former offers a certain article at $1. He cannot afford to sell it for less and give away 4½ per cent. of his profit. The other, on the other hand, can sell his at 95 or 95½c. and still get as much as the trading stamp man. Now, it is obvious that the consumer would prefer to pay 95 or 95½c., minus the trading stamp, than $1, plus the trading stamp ; for, in the one instance it is the bird in the hand, in the other it is the bird in the bush which may never be caught.

Merchants who cannot keep up their courage cannot keep their customers.

CANADA PLATES STILL ADVANCING.

Values on Canada plates at primary markets are still on the up scale, cables to commission men this week quoting an advance of 2s. 6d.

This makes 7s. 6d. in less than two weeks.

Previous to the coal strike Canada plates were selling at £6 15s. Now the ruling quotation in Great Britain is £7 5s., an advance of 10s.

THE PIG IRON TRADE IN CANADA.

ONE of the most pleasing features of the manufacturing industry in Canada is the gradual increase in the consumption of pig iron. Compared with what it was three or four years ago, the increase is enormous, while the general outlook is accounted to be the brightest for seven or eight years.

Since the beginning of the year there has been special activity in the manufacturing of mining machinery, stationary engines, agricultural implements, ship building, etc. The different malleable ironworks are doing a large business, and the foundries are well filled with work. All this means, of course, a demand for pig iron.

One of the evidences of the activity in the agricultural implement line is seen in the fact that the Massey-Harris Co. has been compelled to build additions to its Toronto and Brantford factories. Then the Verity Plough Co., of Brantford, is putting in a new plant to cost in the neighborhood of $80,000.

The bulk of the pig iron consumed in Canada is still of United States make. Scotch pig iron is gradually being driven out of the country. In Ontario, practically no Scotch pig iron is used. At one time, of course, this iron controlled the Canadian market. At that time the Nova Scotia furnaces were the only ones producing pig iron in Canada, but they could not compete with Scotch brands because of the inferior quality of their product. Eventually, however, the Nova Scotia furnaces began to turn out a uniformly good quality of iron, and then the home made article became an important factor in the market. On account of its low price, iron from the United States furnaces secured a strong footing in Ontario. From that time dates the decline in the importation of Scotch iron into Canada. Gradually, however, the manufacturers of Nova Scotia increased the consumption of their own provincial iron, thus lessening the necessity of the pig iron furnaces pushing business so vigorously in western Canada. Then the furnace at Hamilton, Ont., was started, and this helped to gradually narrow the market in Ontario for Nova Scotia pig iron, until the latter iron, like that from Scotland, is gradually being pushed out of upper Canada.

The market in western Ontario is now practically divided between the Hamilton and the United States irons, and the consumption of each is increasing.

HARDWARE AND METAL was informed, the other day, by the representative of a large United States pig iron concern, that its sales so far this year in Canada were double those of last year, while its sales last year were far in excess of those of 1896. This same concern had recently sold its product as far east as the city of Quebec, let alone Montreal. In these two cities it has already this year sold several 500 and 1,000 ton lots of pig iron.

In view of the satisfactory condition of its trade with Canada, one pig iron making firm in the United States is seriously thinking of opening a branch office in Toronto. And not only that, but this same concern has been approached by interested persons in Canada urging that it build a blast furnace in this country. HARDWARE AND METAL is not permitted to use the name of the pig iron company interested. All it can say is that it is one of the largest pig iron manufacturers in the United States.

The following table gives the importation of pig iron into Canada during the past five fiscal years from Great Britain and the United States:

1893	32,148	30,349
1894	17,832	28,179
1895	6,343	27,550
1896	6,525	32,600
1897	3,893	24,772

The following table, reproduced from the Canadian year book, gives the production from 1890 to 1896, of pig iron in Canada, the imports into Canada of pig iron, iron kertledge, and cast scrap iron, the total consumption in Canada, and the percentage of home manufactured to the total consumption:

Year ended June 30.	Production. *Tons.	Imports. *Tons.	Total Consumption. *Tons.	Per cent. of Home produced to total consumed.
1890	25,697	87,613	113,320	22.7
1891	20,153	81 317	101,470	19 8
1892	30,294	68,918	93,212	30.5
1893	46,918	63,522	110,470	42 5
1894	62,522	45,790	108,312	57.7
1895	31 692	35,060	66,752	47.5
1896	53,918	37,141	91 089	59.2

*2,000 lb.

FOUR YEARS OF WHITE LEAD.

A comparison of the price of white lead in May during the last four years is interesting. In May, 1895, there was a lively war among manufacturers of white lead, and prices were cut down as low as $4.25 for pure white lead, when jobbers were doing business on such a margin that, as one dealer expressed it, "a piece of paper could not be placed between the cost of the manufacture and the selling price."

The cutting at that time was so severe that manufacturers awoke to the folly of such practices, and in later years there has been a more or less reasonable allowance made for running expenses, profit, etc.

The fact that prices have advanced steadily from that year is not so much due to a better understanding among jobbers and manufacturers as to the enhanced value of raw materials. Two years ago, pure white lead was quoted at $4.75; last year, it was $5.15, and this year, the price is $5.75.

The price of raw material, however, is so high at present that there is none too much margin for manufacturers to work upon, and as there seems to be a universal desire to keep up the present standard of purity, the slight advance in the raw material will likely be followed by an advance in the prepared article.

A PROPOSED SCISSORS FACTORY.

Mr. Eli. Bailey, said to be a cutler, and scissors manufacturer, is trying to form a joint stock company, capitalized at $21,000, in St. Catharines, Ont., for the purpose of manufacturing a patent pattern of scissors invented by him. He is willing to subscribe $10,000 of the stock himself, and agrees to give employment to from twelve to fifteen hands at first, and thinks that soon the business would give employment to seventy-five persons.

If suitable terms can be arranged, and sufficient capital raised to float the scheme, the factory will be located in St. Catharines.

LEAD AND SHOT ADVANCE.

Another rise in the price of pig lead, for which $3.80 is now the inside spot price at Montreal, has led to another jump of 2½ per cent. in shot. Lead pipe has not yet been affected, but another advance is expected before long if the strength of the raw material is maintained.

THE GOVERNMENT RESPONSIBLE.

IN another week or two the Canadian Parliament will be dissolved, and one of the bills now on the order paper which will not be dealt with is Mr. Fortin's insolvency biil.

Several weeks have passed since this bill was given its first reading, but since then nothing has been done with it.

While the bill is a private one, the Government is at least indirectly responsible for the fate that awaits it.

It knew perfectly well that the business interests of both the country and the United Kingdom needed such a law, and yet it has neglected, and designedly so, to give Mr. Fortin's bill at least that moral support which the nice things the Premier said when the measure was introduced was tantamount to acknowledging that it was entitled to.

But it was action not words, support not platitudes, which were wanted. This the bill did not get ; and, because it did not get it, another session of the Dominion Parliament is to be allowed to passwithout an insolvency law being placed on the statute books.

The excuse that there has not been time to consider an insolvency bill cannot be advanced. There has been ample time. The time that has been wasted on one side of the House in picayune criticism of the Government and on the other by discussing petty questions as to what the Toms, Dicks and Harrys on the Opposition benches had said, written or done in moments of weakness this year, last year or ten years ago.

Instead of attending to business like the servants of any mercantile concern would have done, on penalty of dismissal, members of Parliament, Liberals and Conservatives alike, devote 50 per cent. of their time to picking holes in the armor of their opponents, hoping thereby to wound said opponents into political death.

What they should have assayed to do was to have rivalled each other in devising ways and means of advancing the commercial interests of the country, instead of those of their respective parties.

The business men of this country are getting heartily sick of the politicians, who are all the same, be they Liberals or Conservatives, when the commercial interests of the Dominion are at stake.

It is to be hoped they will get so sick by next general election that they will throw up the politicians and preserve a healthy, independent entity at the ballot box.

If the business men of the country cannot be persuaded to be a saving remnant, who can ?

The man who doesn't advertise gets more dust on his goods than in his cash drawer.

CORDAGE STILL UPWARD.

THOUGH there has been no quotable change in cordage up to the time of writing, prices tend upward.

Makers state that their stocks are down to a low level, and, as they have considerable difficulty in procuring any fresh hemp at all, either Manilla or Sisal, there is nothing for it but another rise in prices. On binder twine this week makers asked, at Montreal, ¼ to ½c. advance to execute new orders.

BOYCOTTING THE COLONIES.

The boycott by the Carpenters' Unions in the United Kingdom upon all doors and sash made by non-union men is extended to include these articles from the colonies and foreign countries, as well as the United Kingdom. The boycott has been confined almost altogether to Liverpool and Glasgow, as the unions are strong in both places. Ontario alone exported $217,989 worth of these goods last year, and, as there is nothing to show that they are union-made, they are included in the boycott.

As the manufacturers in Ontario largely employ union men, it would appear desirable that the executive of the unions in Canada should endeavor to have the unions in Great Britain remove the boycott, and thereby show a fraternal feeling and enable Canada not only to retain her own share of the trade, but also secure that which formerly went to the United States.

LINSEED OIL FIRM.

There is a firm feeling in linseed oil at the moment, owing to higher prices in England. The higher prices ruling for grain of all kinds cannot fail to have an effect on this item ; indeed, there is considerable danger of a great falling off in acreage of linseed during the present seeding time, owing to the great temptation presented by the high prices of wheat and other grain.

GALLERY GOSSIP.

From HARDWARE AND METAL's Special Correspondent.

Ottawa, May 19, 1898.

Rumors that a Yukon railway bill of some kind may yet appear this session still continue to circulate. One rumor mentioned the possibility of an extra sessional allowance of $500, if Parliament had to sit into June to consider such a bill.

The Opposition leader, Sir Charles Tupper, sails for England on Saturday week, May 28, and the House is merely marking time. Little progresss is being made with the public business. There is a good deal of chaos among the Opposition, the leadership of Sir Charles being ineffective as regards the control of his followers.

Among proposed changes in the public service, the name of Mr. Guay, M.P., is favorably mentioned for the post of chief quarantine officer at Quebec. Mr. George Johnson, the Dominion statistician, and Dr. McEachran, the Dominion veterinary inspector, are spoken of as likely to be either removed or given other positions.

X.

A WARM DAY IN MAY.

By RIP SAW.

On the elevator, Commercial Travelers' Rooms, Toronto :

Jack Plane—"Say, Mac, why don't you discard that fur collar, I thought they had all been 'called in' for the season ?"

Sandy Mac—"Na, na, my guid mon, I'm nae foo'. D'ye no ken the auld Scotch saying :

'N'er cast a cloot
Tel' May be oot ?' "

Jack Plane—"That's all right for the Old Country, but its different here !"

Sandy Mac—"How so ?"

Jack Plane—

"When you see the buds
Throw off your duds !"

(To elevator boy—"Top floor, please !")

BRASS TUBING DEARER.

An advance in brass tubing has taken place during the week. The price is now 20 to 22c. per lb., or two cents higher than before.

While the political ties between the British Empire and the United States have been severed beyond repair, the hearts of the two people are getting pretty close to each other.

CANADIAN-MEXICAN TRADE POSSIBILITIES.

CANADA'S trade with Mexico does not amount to very much. The exports to the latter country last year were valued at $51,065, and the imports therefrom at $13,640. In 1893, however, the figures were $14,993 and $833 respectively. It is, therefore, evident that trade between these two countries is possible of still further expansion. The report of Mr. E. E. Sheppard, the Canadian commissioner, who was sent to Mexico to investigate trade matters, has been issued by the Dominion Government, and a digest of it will, doubtless, prove interesting to readers of HARDWARE AND METAL.

"Without doubt," remarks Mr. Sheppard in his reference to Mexico, "this country is making marvelous strides, both commercially and politically. The sense of security felt as to life and property appears to me to be quite as prevelent and well founded, in all except a few remote and inaccessable localities of this republic, as in the greater republic to the north. Having had some acquaintance with Mexico for the past 21 years, the change in the condition of things excites in me surprise. * * * During the years of peace, subsequent to the firm establishment of the power of the present Government, hundreds of factories have been built, and the import trade thereby reduced in proportion to the total volume of business, while the export trade has been marvelously increased. Paper mills, cotton factories, carpet and woollen mills, and many other industrial enterprises are now successfully competing with foreign rivals. The cheapness of both labor and materials, and the cost of transportation, combine to make it difficult for importers to compete with domestic manufactures in such lines as are indigenous to this country. Every new industrial enterprise which is not represented in Mexico receives, on its establishment, ample tariff protection. * * * Nevertheless, there are a number of avenues of business which, if taken immediate possession of by Canadian enterprises, would prove very profitable. Furthermore, if Mexico and Canada, similarly and disadvantageously situated as they are, with regard to the tariff now imposed upon the products of both countries by the United States, were to make some reciprocal arrangement for the interchange of commodities a very large business could be established between Canada and Mexico."

Hardware is largely supplied by the Germans, but the commissioner says that in shovels, picks, spades, axes, hoes, forks, etc., the Canadian manufacturerers could do a large business in Mexico. "A man," he says, "speaking Spanish and having a stock of goods in this country could ultimately force the adoption of Canadian goods, even though the prices are higher. The tide is already setting in against the cheap and inferior goods which Germany has been so successfully manufacturing for export to the Latin American republics."

The dry goods trade is largely in the hands of France, and the report does not speak favorably of the prospect for Canadian competition in this line.

In hand tools, such as hatchets, hammers, etc., the commissioner is convinced Canada could do some business. He notes that the catalogue price of Canadian hatchets is about the same as paid by Mexican dealers, while in hammers the Canadian f.o.b. price Montreal is 10 per cent. below United States f.o.b. price Montreal.

Bicycles are going into Mexico by the car load, but at present only one Canadian firm is shipping any to that country. Two United States makes of wheels at present practically control the market, and the sell at $45 gold, less $5 off, while the Canadian wheels sell at $50 at the point of origin. Mr. Sheppard points out that while the Canadian wheels are shipped in heavy boxes and by express, the United States wheels are shipped in light crates and by fast freight.

Petroleum lamps with cooking attachments would sell well in Mexico, particularly if the manufacturers would send representatives to push them.

A large amount of United States furniture is sold in Mexico for houses, offices and hotels, and Mr. Sheppard says that if Canadian furniture is to be sold in Mexico the manufacturers would have to establish a wareroom and have an agent there, or, at least, would have to have a canvasser to solicit the opening orders and visit interior points where hotels are being established or large orders are likely to be given.

There is a market in Mexico for what are known in Canada as skeleton safes, which are at present mostly supplied by Ohio firms.

Mr. Sheppard found wholesale dealers unfavorable to any proposition for the introduction of new makes, and if Canadian manufacturers desire to introduce goods of this kind into Mexico they will have to canvass the trade and make brands and put on labels to suit.

German tinned and japanned ware is cheaper from Germany than from Canada, and shipments recently made from the latter country had not, through careless packing chiefly, turned out satisfactory.

Canadian steel-clad baths have turned out well, the goods received having been found saleable and satisfactory.

In regard to agricultural machinery, Mr. Sheppard says it is unlikely that any of the machinery in use on a Canadian farm would be acceptable in Mexico, until the implements now in use have been scrutinized carefully and, to a certain extent, utilized. "While this is true," he concludes his reference to agricultural implements, "it should be reiterated that manufacturers who take pains to introduce their implements and gradually educate the Mexican laborers will be rewarded by a faithful and remunerative patronage."

There is an increasing demand in Mexico for flour mill machinery, and Canadians are urged, by the commissioner, to enter the field. There is also a field for wood-working machinery which can be handled by unskilled labor. At present, the country is devoid of labor-saving devices in wood-working machinery. The opportunity of originating little plants is considered exceedingly good. Clay-working machinery, in which Canada excels, should have a good and rapidly increasing sale in Mexico, according to the commissioner's report.

Paints and varnishes are not much used in Mexico, and Mr. Sheppard considers that for a Canadian manufacturer to obtain a foothold in that country it would be necessary for him to have a permanent exhibit and an agent on the ground.

The Mexicans are a music-loving people, and the Government is trying to cultivate this love for music by providing military bands, and even in subsidizing organ-grinders in order that the populace may be familiarized with popular airs. Some effort has been made to introduce pianos and other musical instruments of Canadian make, but Mr. Sheppard adds that pianos will no more sell themselves in Mexico than in Canada, but must be pushed and have a certain amount of money behind the venture.

In brooms and brushes there is at present practically no outlet in Mexico.

One of the largest items of Canadian export to Mexico is whiskey, but the trade is not increasing owing to the inferior and adulterated liquors which are placed in the bottles, on which are the labels of the Canadian firms and the revenue stamp of Canada.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

At present, there are two Canadian whiskies on the Mexican market, and they hold their own, though higher in price than many other brands.

In regard to groceries, Mr. Sheppard's report reads :

"The following letter, which was addressed to me by James H. McLeod & Co., the leading dealers among the English-speaking people of Mexico in groceries and provisions, sets forth the condition of things in their line of business better than I could attempt to do it. It will be observed, the prices are quoted in gold, and refer to kilograms, not pounds (the kilogram equals 2.2046 pounds), while the duties are in silver currency. It must be remembered, too, that the cost of the goods refers to the invoiced price at purchasing point, and the duty, being in silver, must be divided by the difference in exchange :

Dear Sir,—In looking over the list of goods submitted to us by you we have taken careful note of the prices and find them as low, if not lower, in some instances, as same goods from the United States, but we must call your attention to the high duty on the goods on your list, which is so high that the volume of trade is necessarily small, and we are under the impression that our progressive Mexican Government would reduce the rate of duty if their attention was called to the facts. On fruits, preserved, or in their juice, we pay 75c. per kilogram, which is almost prohibitory, whilst if the duty was considerably reduced their revenue would be increased a hundredfold. We will mention a few articles which are largely produced in your country and pay here a very high duty. Their average cost price we give you in gold and the duty in silver, both per kilogram :

Rolled oats, cost 4c. Duty, 10c.
Cornmeal, cost 3¼c. Duty, 10c.
Flour, cost 5c. Duty, 10c.
Beans, cost 2¼c. Duty, 10c.
Soda crackers, cost 10c. Duty, 15c.
Cheese, cost 20c. Duty, 12c.
Hams, cost 22c. Duty, 20c.
Clarified molasses, cost 20c. per gallon. Duty, $3 per gallon.
Vinegar, cost 10c. per gallon. Duty, 24c. per gallon.
Fruit, canned, cost 16c. per can. Duty, 81c. per can.

"'Preserved corn, beans, peas, tomatoes, and all other canned vegetables costing on an average $1 per dozen, pay $2.90 duty; meats, in 1-pound tins, average cost $1, pay 95c. duty; salt fish, in pails or barrels, pay the same as canned. This, as you will readily see, is entirely out of proportion to the cost. For example, we can buy salt herring in pails or barrels for 4 to 5c. per pound, whereas the cheapest canned goods put up in that line would cost 21c. per pound, and yet the duty is the same, viz., 15c. a kilogram. We think that fish in pails and barrels should pay less duty than fish in tins. As a result, the salt fish trade is very light.

"'As a resume we believe that this Government would derive a much larger revenue if the above-mentioned goods would pay duty in proportion to their value, and have no doubt, if the situation was properly placed before our Government that they would adjust the duties on all the above-mentioned goods. As a Canadian, the writer would like to see a trade opened up with this country, as he feels sure it would prove a mutual benefit. In cheese, fish and all food products, Canada is unsurpassed and can compete with any country. As to lumber, machinery, hardware, stoves, woodenware, furniture, etc., they could be sold here in large quantities, if transportation facilities were provided, and we do not see why Canada should not get her share o the trade. On the other hand, Mexico would find a new market for her coffee, sugar, tobacco, vanilla, cacao, cabinet woods, and all other natural products as well.

"'We think you are on the right track and we wish you all success, and if, at any time, our services would be of any use you can command them.'"

WHAT ARE YOU IN BUSINESS FOR ?

To make money. That's right. The way to make money out of storekeeping is to sell good goods, and sell ***enough*** of them, at a profit.

The trouble with most merchants is to sell ***enough*** of them. . .

The first step is to secure the right goods—then ***push*** them. . .

This is what we offer you in

THE SHERWIN-WILLIAMS PAINTS

They are the ***right*** goods. They are the best Paints for painting ever made.

As for pushing them, and selling ***enough*** of them—we make that ***our*** business. To our mind, the goods are not sold when the dealer buys them, they are only transferred to a convenient place, for sale. Our interest in you does not end when the sale is made to you. It has just begun.

It costs us a lot of money and work, to make the first sales. If the first sales did not make ***other*** sales, we would have been bankrupt long ago. If S.W.P. was not exactly as represented, it would never pay us to push it as we do. You must know that. The sale of S.W.P. is more than ***double*** this year what it was last. That's where we get our money back. You should sell them.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers

Walter H. Cottingham
Managing Director
Canadian Department.

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

CARBOLIC ACID FOR TEMPERING.

M. Levât, a French engineer, claims that carbolic acid can be advantageously used for tempering steel. His first experiments were made on two gravers of cast steel of superior quality, by Holtzer. The first, brought to a cherry red, was dipped in water; the other, brought to the same temperature, was dipped in a solution of commercial carbolic acid until a blue tint was obtained. The tools were then tried on chiseled iron, and an extra hard white cast iron. The water-tempered graver was notched in several places, while the one tempered in carbolic acid resisted perfectly. —American Wheelman.

NEWFOUNDLAND PETROLEUM.

Mr. Boverton Redwood, well known as a petroleum expert, says that on the west coast of Newfoundland several productive wells have been drilled, and it seems probable that this might become an important oil district. The oil-bearing formation is considered to extend over an area of about 250 square miles, lying on the west coast. The Newfoundland Oil Co. have a concession of 14 square miles of territory surrounding Parson's Pond, about 30 miles north of Bonne Bay. On this property wells have been drilled to a depth of over 1,000 feet, and one of them is said to have yielded, when the oil was first struck, 15 barrels in seventy minutes. Mr. Howley says that there are three different oil-bearing strata at depths of 700, 1,040, and 1,230 feet respectively, and he thinks that the oil is not confined to small isolated reservoirs, but geenerally distributed throughout the shale, which would give rise to a slower accumulation, but one of a more permanent character in the end.

THE HISTORY OF TIN.

IN a paper read recently before the Australian Association for the Advancement of Science, at Sydney, New South Wales, Sydney B. J. Skertchley, a prominent Australian geologist, traced the history of tin in a very interesting and able manner. Mr. Skertchley showed that tin is the most sparingly distributed of all the metals in common use. While the known gold fields of the world cover more than 1,500,000 square miles, the tin fields have an area of less than 12,500 square miles. Thus, for every square mile of tin ground there are 132 square miles of gold-bearing country, not including the Klondyke.

There are seven tin districts in Europe, producing about 8,300 tons yearly, of which the Cornish mines yield about 8,000 tons. Asia has two tin areas—Hunan, in China, estimated by some of the best authorities to produce 10,000 to 20,000 tons a year, but proved by official figures to yield less than 2,500 tons, and the Strait Settlements and adjacent principalities, yielding 58,000 tons yearly, the richest yield in the world. Africa has no known tin mine; North America no payable mine; South America only one tin area, Bolivia and Peru, yielding less than 4,000 tons a year; Australasia, the youngest, contributes about 6,000 tons a year.

Tracing back the names of tin in seventy languages, Skertchley found that, with a few unexplained exceptions, and one group of late introduction, all the names of tin were of Asiatic origin, many going back to the Akkads, before the time of Abraham. So it is a fair inference that the knowledge of tin spread from Asia over the rest of the world. These Akkads, who have left whole libraries written on tiles, seem to have come from the mountains of high Asia, bringing with them tin, which there is some evidence was found there. They settled on the islands of the Persian Gulf, pushed gradually westward along the coasts of Arabia to the eastern shores of the Miditerranean and round all its coasts, carrying with them tin as the metal or the alloy to exchange for local produce. They recognized and worked the tin deposits in Tuscany, Southern Spain, the Pyrenees, and, last and chiefly, the rich stores of Cornwall. These all lay on or near the coast, and so were easily won and carried. They needed no arduous land journey like that from their old homes, so the original source of the tin became neglected, and finally passed out of memory.

Practically all of the world's supply of tin comes from England, the Straits, South America and Australasia, the Straits supplying three-fourths of the whole. A strange fact connected with this metal is that notwithstanding the enormous development of mining enterprise not a single new tin field of any importance has been discovered for thousands of years, except in Australasia, nor, in the opinion of Mr. Skertchley, is it likely there will be. The only regions in America where workable tin is found are the two centres where civilization was found to exist before the arrival of the Europeans—the States of Mexico and Peru.

PATENT REPORT.

Marion & Marion, solicitors of patents and experts, New York Life building, Montreal, furnish us the following list of Canadian patents recently granted to their clients: 59,746, George Harrison, King, Ont., safety attachment; 59,758, W. E. Werner, Dunnville, Ont., coffee and spice mill; 59,796, A. F. Fraser, Cross Point, Que., horse blanket fastening device; 59,797, Paul Frederickson, Bru, Man., machine for cleaning seed wheat; 59,848, V. A. Charron, Montreal, ice creeper; 59,857, E. B. Watson, London, England, process for manufacturing food, etc.; 59,903, C. W. Sunstrum & Armand Valois, Mattawa, Que., car coupler.

The Goodrich-Resflex is the best of the Goodrich-made Tires.

"The profit is worth having."

et 'em—carry 'em.

They are profitable.

Repairs on Goodrich-Resflex tires are so few you charge for them.

You're never forced to do free repairs—you keep your profits.

You make a local reputation besides.

That local reputation brings you lots of business among cyclists.

Write to us. Talk to us anyway. We're glad to talk business. You're welcome. There's profit in these tires—and the profit is worth having.

American Tire Company, Limited
164a King Street West, Toronto.

"Gilbertson's" Tinplates

Brands

"GILBERTSON'S," "PARSONS," "PONTERDAWE,"
"LINCOLN," "COMET," "REGINA," "GWYNED."

All are made of BEST SIEMEN'S STEEL, and enjoy a great reputation for **softness, ductility** and **deep stamping qualities.** Are EXTRA WELL COATED with Tin, and are best for Canners of Meat, Fruit, Fish, etc.

"Gilbertson's" Terneplates

"REGINA" brand.

"Gilbertson's" Galvanized Sheets

"COMET" brand.

Patent Flattened, True to Gauge, Superior in Quality and Finish.

—ALSO—

Imitation Russia Sheets and Best Siemen's Steel Sheets.

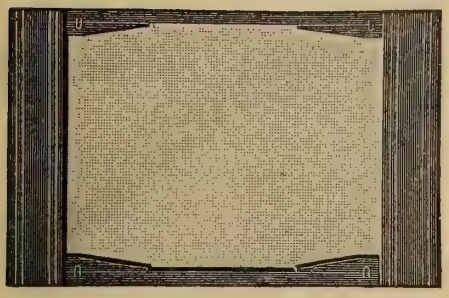
ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

H. S. HOWLAND, SONS & CO.

WHOLESALE MERCHANTS

37 Front Street West TORONTO



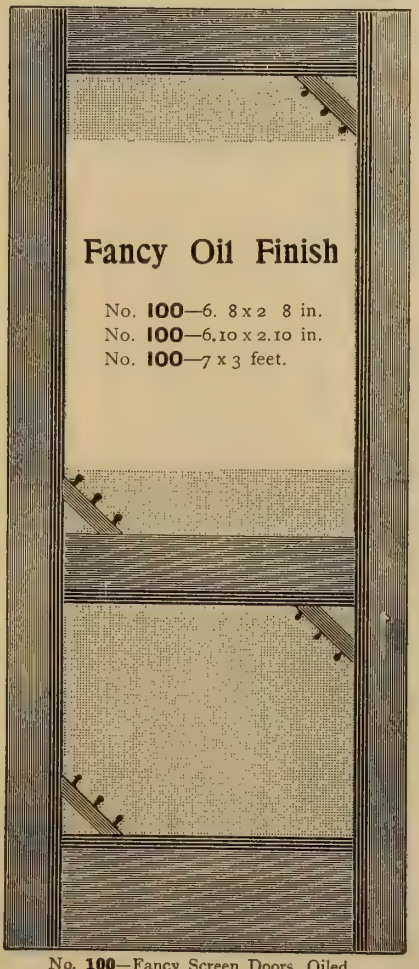
No. **68**—15 in. High, extends 25 to 32 in.

Window Screens and Doors . .

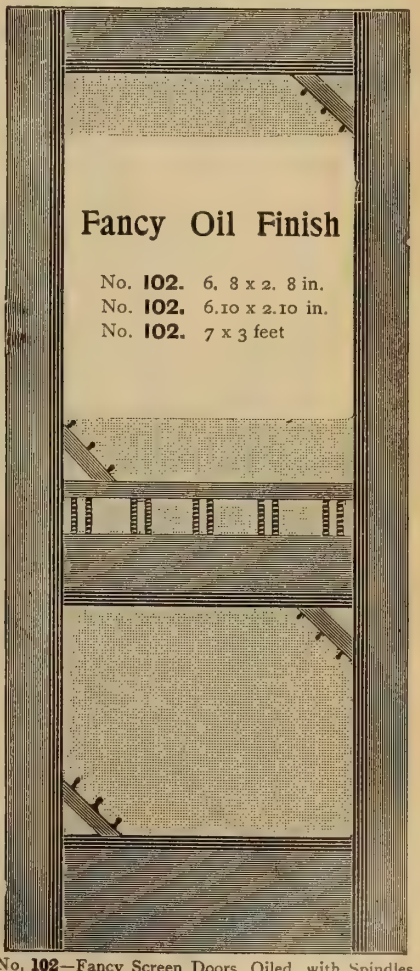
Perfection Screens.

No. **2**—18 in. High, extends 20 to 33 in.
No. **3**—18 in. High, extends 24 to 40 in.
No. **4**—24 in. High, extends 24 to 40 in.

3 Panel



No. **100**—Fancy Screen Doors, Oiled.



No. **102**—Fancy Screen Doors, Oiled, with Spindles.

Samson's Steel Green Wire Cloth.

In Rolls 16⅔ Yards. 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 42 inches wide.

Orders Shipped Promptly.

H. S. Howland, Sons & Co., Toronto

Our Prices Are Right.

GRAHAM Wire and Cut Nails are the Best.

HOW ALUMINUM IS MADE.

PROF. ELISHA GRAY, in the Times-Herald, tells how aluminum is made at Niagara Falls. It is now made about as cheap as brass, bulk for bulk, but not pound for pound, for aluminum is very light, its specific gravity being only about one-third that of iron. Native aluminum is found in clay and in a state of silicate, as in feldspar. It is found in great quantities in Southern Georgia, mixed with red oxide of iron. It is the alumina there which is the oxide of aluminum. When separated from other substances it is a white powder. Electricity is the chief factor in the production of metallic aluminum. The powdered aluminum is placed in vats lined with carbon. Then the description of the process is as follows :

Immediately over the vat is constructed a metal frame work, through which are inserted a large number of carbon rods about 18 or 20 inches long and from 2 to 2½ inches in diameter. This frame work is insulated electrically from the iron crucibles. The frame work and the carbons are connected with the positive conductor of the electric current, and the vat or crucible with the negative. These conductors are very large, something like a foot in width and an inch in thickness, and made of some good conductor of electricity. They have to be very large because they carry a current equal to 3,050 horse-power. The current is one of great volume, but very low voltage, the electro-motive force at each vat or crucible being only about seven volts. As the process is electrolytic, and not simply a heating process, the direct current must be used and therefore must be transformed twice, first to bring it to a proper voltage and secondly to change it from an alternating to a direct current. These iron vats or crucibles are connected up in series, electrically, and then they are filled with the alumina and certain other materials, which act either as a flux or as a means of increasing the conductivity of the mixture ; just what this substance is is probably one of the secrets of the process. When all the crucibles are filled with the mixture the current is turned on and is kept on continuously night and day seven days in the week. All the material in the different crucibles is heated to redness when the process of separation takes place. The oxygen of the alumina is thrown off as a gas, and other residuum floats to the top of the crucible and is skimmed off.

Metallic aluminum in a melted state sinks to the bottom of the crucible, where it is dipped out from time to time with large iron ladles and poured into sand and molded into blocks similar to that of pig iron.

Aluminum is most useful as an alloy with other metals ; it is being extensively used in many directions, and would be vastly more used except that up to date no satisfactory way has been discovered to solder it. In different compounds, it is estimated that aluminum forms about one-twelfth of the crust of the earth.

PORTLAND ROLLING MILLS CO.

REFERRING to the financial difficulties of the Portland Rolling Mills Co., the St. John, N. B., Sun says : "On making enquiry concerning the present trouble, the Sun learned that it was due to a lack of working capital sufficient to carry on so extensive a business.

"The present company took charge in June, 1895. There was $50,000 of preference stock issued, to purchase the property, and another $50,000 was to have been issued as working capital. This latter $50,000 was never taken up, and the company were therefore compelled to carry on operations by getting capital on the security of the property itself. Not only that, but a capital expenditure of $18,000 to $20,000 was made, putting in a horseshoe plant, the only one in the province, and also a railway spike plant. When the latter improvements were undertaken, it was with the expectation that $40,000 of stock was to be taken in one block, as negotiations to that end were believed to be satisfactorily completed. But the stock was not taken, and the company had to go on as before.

"Last week, the bank declined to make further advances, and this brought matters to a point where further business was impossible. A meeting of the directors was held recently, and the question of going into liquidation was discussed. No decision was arrived at. Under certain circumstances liquidation might be avoided, but just what the outcome will be was not known at time of writing. Meanwhile, the works will be continued in operation.

"The liabilities of the company are said to be in the vicinity of $80,000, while the assets are claimed to be of the value of $140,000. It is believed that in any event the property would pay all liabilities and leave a surplus. At least, it is felt that such should be the case, since the mills are well equipped, are admirably situated, get their full share of lower Province trade as well as some western business, and have long established relations with the trade generally. The directors state emphatically that lack of working capital is the source of the difficulty that now confronts them, and that if the industry had had sufficient working capital at the reorganization and since, there would have been no trouble.

"The directors of the company are J. C. Robertson, president ; S. Hayward, vice-president ; W. H. Murray, Geo. F. Baird, J. A. Likely; James Mowat, the latter being also secretary-treasurer."

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.
.....Ask your jobber for our goods
THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

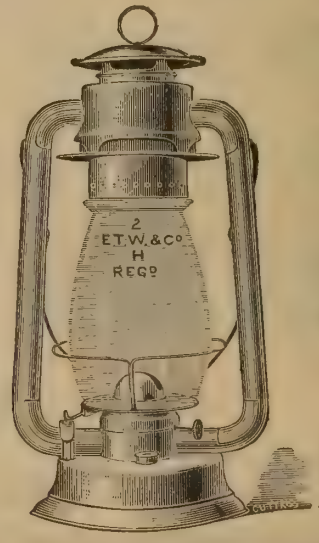
Emery and Hardware Specialties
COOKE HARDWARE CO.
HAMILTON, ONT.

T. L. Paton.
30 St. Francois Xavier St., MONTREAL.
Agent for : Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc. ; Starr Mfg. Co.; Halifax, N.S., skates ; Atkinson Bros., Sheffield, cutlery.
Wholesale trade only.

TAKE YOUR PICK
You are the buyer. If you are not already a customer, we ask you to give us an opportunity to compete for your trade in . . . .
Wooden Handles
..and..
Turned Goods

including **AXE, FORK, RAKE, SHOVEL, HOE, HAMMER,** etc., etc.
Our handles are thoroughly seasoned, finished perfectly, and second to none.
Write for Price Lists and Discounts.
Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.
W. C. CRAWFORD
Tilbury, Ont.

E. T. WRIGHT & CO.



Manufacturers of . .
Tubular and Cold Blast Lanterns
Bird Cages
Mouse Traps
Flour Sifters
Stamped Re-tinned and Japanned
...TINWARE
HAMILTON - CANADA.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, OWEN SOUND.

ISLAND CITY

Paint and Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

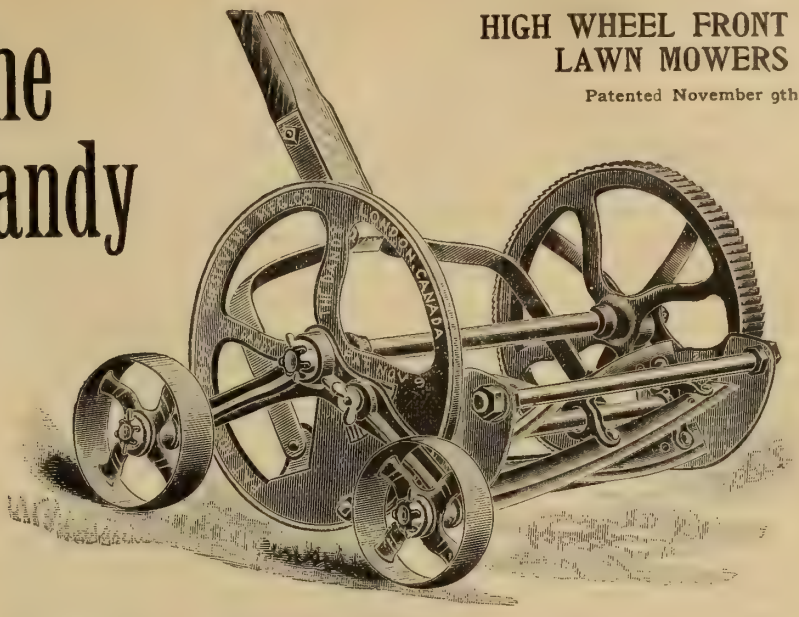
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS 274 St. Patrick St., MONTREAL.

The Dandy

HIGH WHEEL FRONT CUT LAWN MOWERS

Patented November 9th, 1897



Thoroughly tested and found right. The latest and best mower on the market.

POINTS OF MERIT

Lightness, Durability, Easy and Noiseless Running and Perfect Working.

Its great advantages over all others:

1. The one wheel gear. 2. The front cut.
3. Simple manner of adjusting.
4. The absence of trailing wood roller.

For full particulars, prices, etc., write

THE STEVENS MANFG. CO., London, Ont.

If you handle these lines your trade will be brisk.

QUICK MEAL

Blue Flame Oil and Gasoline Stoves

have a continental reputation for reliable worth.

They're famous sellers, attractive, trustworthy and economical, in a full line of styles and sizes to suit all needs. . . .

Send at once for catalogue and price list, your stock is not complete without them. We are sole Canadian Agents.

We are filling orders for our '98

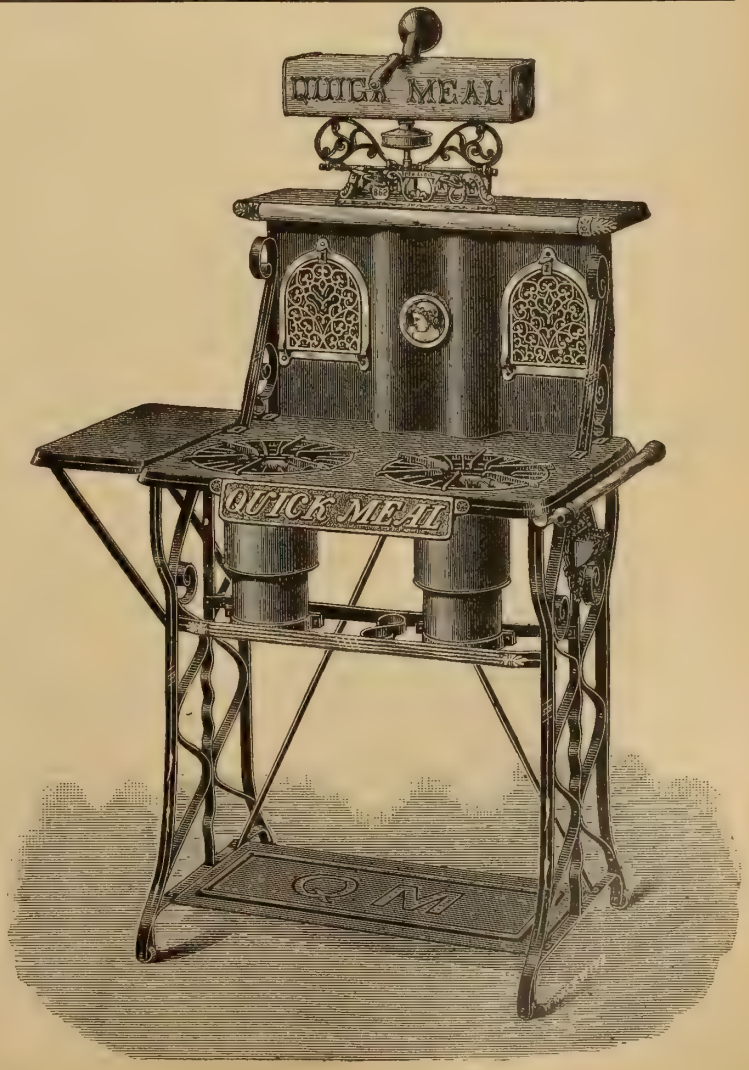
Oxford Gas Range

Both ovens 16 x 16 x 11½; Reversible Oven Burners; Flush Top; Quick Opening Valves, and other notable features, at a reduced price.

Let Us Hear From You!

The Gurney Foundry Co., Limited, Toronto

The Gurney-Massey Co., Limited, Montreal.



THE HOLYOKE OF CANADA.

SOME misconception having existed regarding the enlargements, improvements, etc., to the Eddy Works, at Hull, the Ottawa correspondent of HARDWARE AND METAL called on Mr. Eddy personally, and learned that the large new warehouse built on the site of what was in old times the sash-factory yard, and more recently used for the storage of linens, rags, rope and other papermaking stock, is finished and ready for indurated fibreware and antiseptic fibreware. The antiseptic fibreware plant is completed, and turning out fine goods.

The enlargement of the present and the erection of the new addition to the match-factory is well under way.

The company is making extensive improvements and enlarging its paper plant, with the most improved and modern Fourdrinier paper machines, and the latest improved Corliss steam-engines.

The electric roads have shunting and siding tracks into all parts of Eddy's works to bring cars to and from the various railways, directly alongside the company's warehouses.

When asked what the total expenditure would amount to, Mr. Eddy said that while all this new machinery was, of course, expensive, there would be as much, if not more, money spent in wages in putting up the buildings and enlarging the plant, as in the machinery and appliances, and, that when the enlarged plant was in running order, the output of the mills and the pay-sheet of the factories would be very considerably and permanently increased.

The public square in front of the main offices, on which the company has spent many hundreds of dollars in sodding, looks well. This idea of improving and sodding and planting the vacant spaces is being carried into pleasant effect round some of the company's mills as well.

TRADE CHAT.

E. P. WATSON, tinware merchant, etc., Sarnia, Ont., forgot one night last week to take in the goods he had displayed in front of his store. Next morning he found the pans, etc., strung up in front of nearly every store in the neighborhood of his place of business.

The Hardware Association, of St. John, N. B., is pushing for a half-holiday on Saturday during the summer months.

The Massey-Harris Co., has 592 men on its pay roll at Brantford, the aggregate monthly wages paid out being about $20,325.

The Standard Oil Co., of the United States, paid $32,000,000 in dividends last year, as compared with $30,000,000 in 1896. The first quarterly dividend this year was $10,000,000. The company has over three thousand stockholders.

W. P. McNeil & Co., New Glasgow, N. S., are erecting six iron bridges, of sixty to one hundred foot span, in various parts of Nova Scotia.

Messrs. Jewell, of Buffalo, intend erecting a building to be used as a brass foundry in St. Thomas, Ont. They will employ twelve to fifteen hands at the start.

It has been announced that arrangements have been made between an English syndicate and the city of Vancouver, whereby the company agrees to build and operate a furnace in that city.

A sharper has been at work in some of the eastern Ontario towns. His method is simple. He goes into a store, asks the merchant to give him a five-dollar bill for five ones, as he wishes to send the amount away in a letter. Upon getting the bill and sealing it up in the letter and putting it in his pocket, he finds he has but four bills. Then he takes a letter out of his pocket, hands it to the merchant to hold until he returns, and leaves to get the other bill. He never comes back, and the merchant finds the letter left with him is not the one that has the money.

A CORRECTION.

Editor HARDWARE AND METAL,—In your issue of May 7, you state that I am leaving Prince Albert because the climate has not agreed with me. On the contrary, I have always enjoyed the best of health. My wife's health is such, however, that the change to the Coast is made advisable.

I intend to work up a large trade in British Columbia, and "to occupy my time" is a mild way of putting it. In these days one must be aggressive and progressive if one is successful in doing the business I am preparing for. I have a good going business here, established 19 years, with the best of connections, with regular trading customers for hundreds of miles, north, east and west. I intend to keep it going for a few months in charge of an experienced man, or until I make a satisfactory sale.

J. R. McPHAIL,

Prince Albert, May 12, 1898.

NEW MANUFACTURERS' AGENT.

Mr. M. A. Irwin, who was for many years with the firm of Peck, Benny & Co., of Montreal, has recently been appointed Canadian sales agent for The Pittsburg Wire Co., of Pittsburg; The Standard Rope and Twine Co., of New York; The Western Block Co., of Lockport, and The Fayette R. Plumb Co., Limited, of Philadelphia. He has opened an office at 12 St. Nicholas street, Montreal, and seems to be meeting with much encouragement from his many friends in the trade. HARDWARE AND METAL wishes him success.

THE CANADA PAINT COMPANY
LIMITED

PAINT MAKERS
OIL REFINERS
LEAD GRINDERS
PUTTY MIXERS,
MINERS OF
OXIDE AND
GRAPHITE;
VARNISH
MANUFACTURERS,
TURPENTINE
JOBBERS;
TRIPLE
STRENGTH
COLORS

FOR
HOME TRADE
AND
EXPORT

WILLIAM ST., MONTREAL
BAY ST., TORONTO
JANION WHARF, VICTORIA

THE CANADA PAINT COMPANY
LIMITED

Time and Time Again

you have been told that there were no freezers made in all this broad earth that equalled the **White Mountain Freezers** for real genuine worth and positive merit.

Why not believe what all disinterested persons affirm, discount failure, and woo success by selling only

WHITE MOUNTAIN FREEZERS

the coming season? There is no question about their durability, their working capacity, or their quickness of action, while the cream they produce is exceptionally fine grained, smooth, and uniform quality.

White Mountain Freezers are made in all sizes to satisfy every need.

Every freezer is warranted to you; you can warrant them to your customers, and know that every **White Mountain Freezer** you sell ties its purchaser to your store.

SEND FOR CATALOGUE

Write our agents to-day for information regarding our complete line of Freezers.

Sole Agents for the Dominion

The McCLARY MFG. CO.,

London, Toronto, Montreal, Winnipeg and Vancouver

H. S. HOWLAND, SONS & CO.,

Toronto.

MANUFACTURED ONLY BY

The White Mountain Freezer Co., Nashua, N.H. U.S.A.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 20, 1898.

HARDWARE.

THE trade in wholesale hardware has been satisfactory during the past week. Barbed and plain wire have moved out in fair quantities, and the same can be said of both wire and cut nails, especially the latter. The cheaper horse nails are in considerable request. A good steady trade is doing in screws, bolts, rivets, etc. Tools of all kinds are active, but stocks are not well assorted, particularly in carpenters' sorts. Shot has been advanced 2½ per cent, and cordage and binder twine are very firm, with an upward tendency. Cement and firebricks are quite active.

BARB WIRE—There is a fair demand for barb wire, and prices are unchanged at $2 f.o.b. Montreal.

PLAIN WIRE—Orders for all sorts of plain wire have been quite satisfactory during the week, demand extending to the staple sizes in all descriptions of material. Discounts are 40 per cent. on oiled and annealed and 35 per cent. on galvanized.

WIRE NAILS — Demand continues fair from second hands, and prices remain at $1.90 f.o.b. Montreal.

CUT NAILS—A good demand is experienced for cut nails, chiefly on local account. We quote $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—There is a fair demand for the cheap brands of nails, but the standard makes are quiet. Discounts are 50 per cent. on the latter.

HORSESHOES—As last reported. We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—A good, steady business is maintained in screws. Discounts are as follows: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS — There is good enquiry for tire bolts. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 75 per cent.

RIVETS AND BURRS—A quiet trade is doing. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — On the basis of 20c. a fair quantity of goods have been moved.

CLOTHES WRINGERS—Without special feature, a few orders being noted for Royal Canadian at $29.

FREEZERS—Continue as last reported.

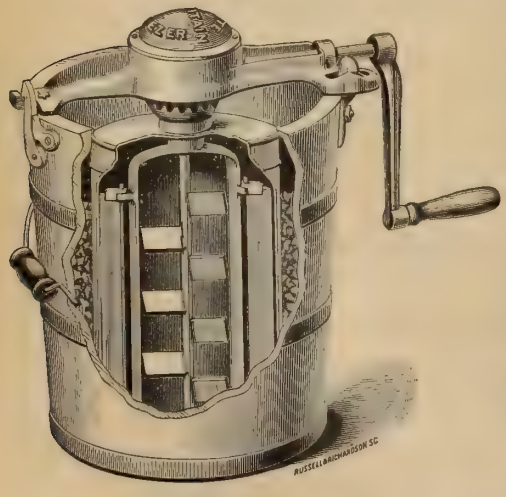
HINGES—Enquiry for these continues good and values are well maintained.

GREEN WIRE CLOTH—The movement of

WE SUPPLY EVERYTHING required for the Stove and Tinware Trades.

"White Mountain" Ice Cream Freezers

11 Sizes (1 to 25 qts.) with crank handle,
3 Sizes (15, 20 and 25 qts.) with fly-wheel.



Their Materials Are Right.

Their Principle Is Right.

Their Reputation Is Right.

They have the celebrated Duplex Dasher with self-adjusting wood scraping bar. All gearing covered.

Freezes Cream in Four Minutes

making it finer and smoother than any other freezer.

"MODEL" REFRIGERATOR SAVES ICE.

Seven sizes for domestic use.

Any size to order for hotel or store use.

Their System of Ventilation keeps Victuals Cold and Healthful.

Made of two walls of hardwood, between which is charcoal sheathing, and lined inside with zinc, makes the body four thicknesses of non-heat conducting materials.

Finished "Rich Antique," and trimmed with solid bronze locks and hinges.

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

VANDERGRIFT
APOLLO
IRON & STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

Some work almost requires Apollo. Any iron will do for rough work.

Is there any advantage in using inferior iron?

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Firebricks and Clay
Ganister for Cupola Linings
Fire Sand
Drain Pipes and Connections
Contractors' Supplies.

F. HYDE & CO.

31 Wellington street, **MONTREAL**
Importers and Dealers.

Abbott & Co.

FACTORIES

...MONTREAL

CUT NAILS

Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

this material is an expanding one, orders being more numerous this week. Stocks are rather light here.

SPADES AND SHOVELS—Draining tools are well enquired for.

TOOLS—Stocks of carpenters' tools, draw knives, bits, etc., are still poorly assorted, and there is difficulty in getting orders forward, while demand continues active.

BUILDING PAPER—Some fair lots have been moved. Prices are unchanged at 25 to 26c. for plain, 35c. for tarred lining, and $1.35 to $1.45 for roofing felt.

CUTLERY—There is an active enquiry for cutlery.

SPORTING GOODS — Continue as reported last week.

SHOT—Has advanced 2½ per cent., and we quote: Dropped, 6c.; chilled, 6½c., and buckshot, 7c. less 7½ per cent.

CORDAGE—The strong tendency of the market is unabated and an advance is looked for before next week. We quote as follows: Sisal, 7-16 and upward, 8½c.; ⅜, 9c.; 5-16 and ¼, 9½c., and 3-16, 10c.; manilla, 7-16, 9½c.; ⅜, 10c.; 5-16 and ¼, 10½c., and 3-16, 11c.; lath yarn, 7c.

BINDER TWINE—Demand is quite active and values have again been marked up by makers, and we now quote: Pure manilla, 8¾ to 9c.; mixed, 8½c., and sisal, 8c.

CEMENT—There were no special features to note in cement. The arrivals so far have gone into consumption as fast as they have been received, consequently the market continues to be almost bare of stock, and prices are firmly held. The demand is good from local and western buyers, and orders are being booked freely for prompt and future delivery. Trade on the whole is active, and the prospects are that it will continue so, as there is a large amount of work in progress. Sales reported this week were one lot of 2,500 barrels Belgian, and three other lots aggregating in all 1,000 barrels for western account at quotations. We quote: English brands, $2.25 to $2.35; German, $2.30 to $2.45, and Belgian, $1.80 to $2 per bbl., ex wharf.

FIREBRICKS—Demand for these is good and some large sales have been made, values ruling strong at $16 to $21 per 1,000, ex wharf.

METALS.

The strength noted in all leading lines of iron and metals last week continues, all being very firm, while sellers are holding pig lead firmer for the inside price this week.

PIG IRON—This line continues steady at the prices quoted last week, and an advance is not at all improbable if the conditions do not alter. The stronger tone is attributable to the strength in the States, where buyers have been asked advances for the execution of new orders. We quote: No. 1 Hamilton,

"Tandem" Anti-Friction Metal

suitable for all purposes.

A For heavy pressure and high speed.
B For medium pressure and high speed.
C For low pressure and highest speed.

If your dealer does not carry this line, order direct from

Lamplough & McNaughton
Montreal

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for
"THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

$15.50 to $16; No. 2, $15 to $15.50; Ferrona, $14.50 to $16; Siemens $14.50 to $16, and Summerlee and equal brands, $17 to $17.50, ex wharf.

BAR IRON—This material is much stronger than it was, and we do not hear of as much cutting as heretofore. We quote $1.40 to $1.50.

BAND IRON—Quiet, but firm, at $1.75.

HOOP IRON—There has been a good enquiry for hoop iron, on the basis of $2.

SHEET IRON — The strength abroad continues, and values here are naturally firm. We quote: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—There is a good demand for this. We quote as follows: 12 gauge, $2.15 per 100 lbs.; 16 gauge, $2.30; 18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—This article is very firm, and an advance is predicted shortly. We quote: Composition waste 7½c., and lead pipe 7c., with discounts 25 per cent.

GALVANIZED IRON—There is an active demand for galvanized iron, while prices are very strong in tone. We quote: Queen's Head, No. 28, $4.10 to $4.25, and Comet, $3.75.

TINNED IRON—Steadily held.

PIG LEAD—Has been advanced 5c. per 100 lb., the inside price now being $3.80.

INGOT TIN—Strong, with a higher tendency, at 16½c.

INGOT COPPER—Very firmly held, at 13 to 13½c.

SHEET COPPER—Firm and unchanged, at 16½c. for 14-oz., and 15½c. for 16-oz.

CANADA PLATES—Cable advices quote another advance of 2s. 6d. in these, and jobbers say that spot prices will soon have to advance again if this keeps up. We quote accordingly: 52's, $2.15 to $2.25; 60's, $2.25 to $2.30, and 75's, $2.30 to $2.45.

TIN PLATE—Firm, with primary markets very strong. Demand has improved since the advance quoted last week. Coke, I.C., $2.90 to $3.25; charcoal, I.C., Allaway or Comet brands, $3.50; do, I.X., $4.10 to $4.25; Lincoln, $3.75; P. D. Crown, I.C., $3.95; do. I.X., $4.95; Bradley's, $5.75.

TERNE PLATE—Stiff at the advance, $6 to $6.25.

COIL CHAIN—As last quoted: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Fair demand and steady, at 5½c.

SOLDER—Quiet, but stiff at 11 to 11½c.

SPELTER—Unchanged, American, $5, and Vieille Montague, $5.25.

ANTIMONY—Cask lots sell at 9½c., and smaller quantities, 10c.

IRON PIPE—Frm, with a stronger tendency. We quote as follows: Black pipe, ¼-inch and ⅜-inch, $1.90; ½-inch, $2.20; ¾-inch, $2.65; 1-inch, $3.65; 1¼-inch, $4.75; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.75; ¾-inch, $4.25; 1-inch, $6.25; 1¼-inch, $8.25; 1½-inch, $11.50, and 2-inch, $16.

SANITARY WARE — In fair demand and steady.

GLASS.

There is a good trade doing in window glass, and prices are firm. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

Important arrivals of white zinc, red lead and white lead have placed manufacturers in better supply of materials, but no change in value is reported for the week. Turpentine is weaker from free arrivals, and a slight drop may be looked for. Linseed oil, in response to higher prices in England, is firmly held at our quotations. There is a firmer feeling in paris green owing to a further advance of 1½c. in New York, but no change has yet been made in local quotations. The painting trade is reported to be busy, so that paints and varnishes for structural and manufacturing purposes, and also for general work, are in good demand.

WHITE LEAD—Best brands, Government standard, $5.62½; No. 1, $5.25; No. 2, $4.87½; No. 3, $4.50.

DRY WHITE LEAD—$4.75 in casks; kegs, $5.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 48c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c.; 1-lb. tins, 18½c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—Quiet at 10 to 10½c.

SEAL OIL—Unchanged, at 45 to 50c.

COD OIL—Supplies light, and prices firm at 40c.

NAVAL STORES—Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

PETROLEUM.

There is no change in petroleum. We quote: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American

28 YEARS. Established 1870. **28 YEARS.**

SEYBOLD, SON & CO.

478 St. Paul St., 295 Commissioner St., **Montreal.**

SEASONABLE GOODS IN STOCK.—Ice Cream Freezers, Lawn Mowers, Oil Stoves, Horse Pokes, Leader Churns, Wire Netting, Rubber Hose, Patent Hose Menders, Paris Green, and a full assortment of Shelf and Heavy Hardware. All at lowest prices.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

PATENTS PROMPTLY SECURED

Write today for a free copy of our interesting books "Inventors Help" and "How you are swindled." We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo. for free advice. **MARION & MARION, Experts,** New York Life Building, Montreal, and Atlantic Building, Washington, D. C.

Knowles, Ham & Nott Co. Limited.

BRANTFORD

The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.

Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO. Limited

Niagara Falls, Ont.

IT'S THE ROOF THAT COUNTS

It protects the whole building.

EASTLAKE STEEL SHINGLES

are the most popular roof covering all over Canada, because of their unvarying reliability.

All returned to owner April 18/04 Cut Book 18 Page 11 ans.

Eastlake's are Fire, Rust and Leak Proof. They look well and last indefinitely.
They are the only shingles made with our patent cleat and water gutter.
They can be more easily and quickly laid than any others.
They fit together perfectly—a pair of snips and a hammer are the only tools needed to apply them.
They're low in price, and can be had either Galvanized or Painted.

HAVE YOU THEM IN STOCK?

If not, write us at once for our catalogue and price list—it will pay you to handle them.
They're a proved success—they never fail.

Metallic Roofing Co., Limited.

1179 King St. W., TORONTO.

prime white, 15c. in car lots, 16c. in small lots ; water white, 16½c. in car lots, 17½c. in a jobbing way ; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

Pig lead has advanced 5c., and points still higher.

During the fortnight the arrivals of fire-bricks have been 104,000.

Cordage is firmly held at the recent advance, and makers are asking ½c. more for binder twine.

Another rise of 2s. 6d. has been cabled on Canada plate, and domestic prices are strong in consequence.

Arrivals of English cement were 1,900, and Belgian and German 30,512, the bulk of the latter being for the Government canals.

ONTARIO MARKETS.

TORONTO, May 20, 1898.

HARDWARE.

THE wholesale hardware trade continues, on the whole, satisfactory. Business, if anything, is probably better than it was a week ago. The demand is principally for general hardware, harvest tools, garden tools, spades and shovels. Some difficulty is still being experienced in securing supplies of certain kinds of harvest tools, and spades and shovels. It is also difficult to get enough barb wire for immediate shipment. An active demand is still being experienced for oiled and annealed wire, while in galvanized there is not much doing. While there appears to be a shortage in some sizes of wire nails, the demand in general is not as heavy as it was. Rope continues firm at unchanged prices. Green wire cloth and poultry netting are still going out freely. Shipments of building paper are not as large as they were.

BARB WIRE—While the difficulty in getting supplies for prompt shipment was last week overcome, orders during the current week have been so numerous that difficulty in this particular has been again experienced. The same condition of affairs also exists in regard to plain twist. There are still a number of orders being booked for barb wire for shipment from Cleveland. We quote: $1.80 f.o.b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—The demand for oiled and annealed wire is brisk. Galvanized is inclined to be quiet. Discounts are as follows: Annealed, oiled and annealed, 35 per cent. ; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

WIRE NAILS — A shortage is being experienced in certain sizes of wire nails, owing to the difficulty in turn of obtaining certain gauges of wire on short notice. Not a great deal of difficulty has, however, yet been experienced in filling orders. The demand for wire nails is fair, although not perhaps as good as it was. We quote: 10 keg lots, $1.90, Toronto; smaller quantities, 10c. per keg more.

CUT NAILS—A number of good shipments have been made, and trade in cut nails is somewhat better than is was. We quote : Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS— Business is fairly satisfactory. Discount, 50 per cent.

HORSESHOES—Trade is quiet and uninteresting. We quote : Montreal, $3.25; Toronto and Hamilton, $3.35 ; London and Guelph, $3.40.

SCREWS — Trade in this line continues steady. Discounts are as follows : Flat head bright, 87½ and 10 ; round head bright, 80 and 10 ; flat head brass, 82½ and 10 ; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Trade is still fairly good, although it is not as heavy as it was. Discounts are as follows : Common carriage bolts, ¼ to 5-16 inch, 70 per cent. ; ditto, ⅜ and larger, 60 and 10 per cent. ; full square bolts, 70 and 10 per cent. ; Norway carriage bolts, 70 and 10 per cent. ; tire bolts, 70 and 5 per cent. ; machine bolts, 60 and 10 per cent. ; coach screws, 70 and 10 per cent. ; blank bolts, 60 per cent. ; sleigh shoe bolts, 80 per cent. ; plough bolts, 60 per cent. ; stove bolts, 70 and 5 per cent. ; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c. ; hexagon, 5¼c.

RIVETS AND BURRS — Much the same remarks apply to these as to bolts. We quote as follows : Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list ; ditto (Norway iron) 60 per cent. ; black M rivets, (steel) 65 per cent. ; ditto (Norway iron), 60 per cent. ; iron burrs, 55 and 5 per cent. ; copper rivets, 50, and 10 per cent. ; bifurcated, with box, $1.25.

ROPE—The position of the market is still strong, but no further change in jobbers' quotations has taken place. Business is fairly good. We quote : Sisal, 7-16 in. and larger 8c. ; ⅜ in., 8½c. ; ¼ and 5-16 in., 9c. ; 3-16 in , 9⅜c. Manilla, 7-16 in. and larger, 9c. ; ⅜ in., 9½c. ; ¼ and 5-16 in., 10c. ; 3-16 in., 10¼c. ; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS — The demand keeps good. We quote discounts 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street
MONTREAL

"THE DAISY"

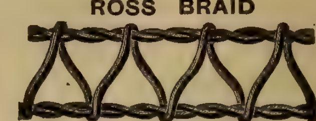
Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than all** other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED

Headquarters, London, Ont. Eastern Branch, 60 McGill St., Montreal, Que.

FENCING

ROSS BRAID



SAFETY BARB

RIBBON STRIP

We are the only manufacturers in Canada making the above styles of Fencing. We also manufacture **Lock Barbs**, 4 pt., 4 and 6 in. ; **Glidden**, 2 pt., 3 and 5 in. ; **Texas**, 2 pt., 3 and 5 in. ; **Staples**, Galvanized and Polished ; Galvanized Twisted Strand, 2 and 3 wires.

Wire Nails

SEND YOUR ORDERS TO US WHEN YOU WANT QUICK DELIVERY.

The Western Wire and Nail Co., Limited.
LONDON, ONT.

Ontario Lead and Wire Co., Limited.
TORONTO, ONT.

CLOTHES WRINGERS—An improved demand is to be noted. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING — Trade is moderate. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES—These are going out freely. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH—This is going out freely, although only in small quanties. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—The demand is good for small lots.

SPADES AND SHOVELS—The demand keeps good, with a shortage in the cheaper grades again being experienced. Discount, 45 and 2½ per cent.

HARVEST TOOLS—Stocks are in much better condition, although some difficulty is still being experienced in supplying the demand in certain lines.

GARDEN HOSE—Business is much about the same as a week ago, namely, fairly good. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER—Shipments are not as heavy as they were a short time ago, but trade can, however, still be considered fair. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

WARE—The demand for granite ware is not as strong as it was. Tineware is still moving out fairly well.

CEMENT—Business is brisk and as imported cement has not yet arrived on the Toronto market, the sale of Canadian Portland continues heavy. We quote in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

Trade in metals continues good, with prices, on the whole, firm. About the only actual change in prices worthy of note is an advance of 2c. per lb. in the price of brass tubing.

PIG IRON—Trade is fair. We quote

STANDARD of AMERICA for 30 Years

NICHOLSON FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass," St. Helens. Telephone No. 68 St. Helens.

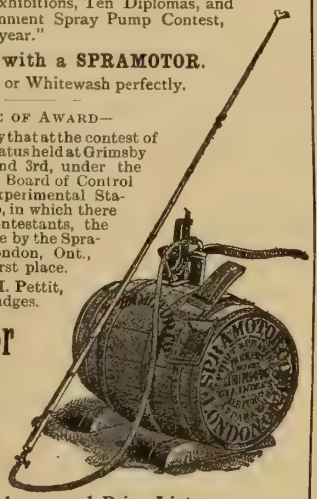
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

Portland Cements
Best German, English and Belgian Brands
Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.
Largest Stocks. Lowest Prices.
Send for Quotations.
W. McNALLY & CO.
MONTREAL.

Manufacturers of
STANDARD GOODS
The Globe File Mfg. Co.
Files and Rasps, Warranted.
The Gurney, Tilden Co.
Souvenir Stoves and Ranges, (in great variety), Door Locks, Knobs, and Builders' Hardware.
The Gurney Scale Co.
Standard High-Grade Scales.
The Ontario Lantern Co.
Royal Cold Blast and Climax Tubular Lanterns, Safety Extinguishing Banner Burners, etc.
The Plume & Atwood Mfg. Co.
Sheet Brass and Brass Goods.
Represented by
WALTER GROSE
No. 30 St. Dizier Street, Montreal.
Orders solicited from the wholesale trade.

as follows: United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55.

BAR IRON—Business has been a little better during the past week, with shipments, as a rule, being made from factory. We quote base price $1.45 to $1.55 from stock, and $1.35 to $1.45 from factory.

HOOP AND BAND IRON—An improved business at unchanged prices is to be noted. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL—Is not moving as freely as the trade would like. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON — There is not much doing. We quote as follows: 10 to 12 gauge, $2.25 to $2.40 per 100 lbs.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Quite a number of import orders were delivered this week, both for English and American, and shipments from stock are numerous. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—Outside of a few large orders reported, trade has been slow. The London, England, market is cabled easier. The New York market is dull. We quote 4¼ to 4½c. per lb.

INGOT COPPER—Quite an improvement is to be noted this week, some round lots having changed hands. We quote 12½ to 13c.

SHEATHING COPPER, ETC. — Sheathing copper is quiet. Quite a number of enquiries have been received during the week for roofing copper, but shipments are not large. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

INGOT TIN—A fair trade is being done in both "Lamb and Flag" and Straits. The outside markets are irregular and easier. Local quotations are unchanged, at 16½ to 16¾c. per lb.

MILK CAN TRIMMINGS — Orders during the past week have been a little more numerous. A little more has also been done in made-up cans. Discount, 25, 10 and 7½ per cent.

LEAD PIPE—Is in little better demand. Discount, 25 per cent.

SHOT—The price has again advanced, the discount now being 7½ per cent. instead of 10 per cent. as a week ago.

IRON PIPE—Business is not as good as it was a week ago, although a fair number of orders have been received. We quote: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.80 to ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.25 to $9.20; 1½ inch, $11.25 to $11.80: 2 inch, $15.20 to $16.

RANGE BOILERS — Trade keeps fair. We quote as follows: Galvanized, 30 gals, $5 50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Import orders are still being freely booked, and a number have already been delivered which were booked for early shipment. We quote: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—The demand during the past week has been a little better for odd sizes, in which stocks are rather low. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—Stocks in general are low, and especially in some of the standard gauges. We quote as follows: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—Quiet. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN — The improved demand noted last week has been maintained. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Trade keeps fair. We quote 5½c. for cask lots, and 5¾c. for smaller quantities.

SOLDER—Quiet. We quote as follows: Standard, 11½c. per lb. for quantities, and 12c. for small lots; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY—The improved demand noted last week has been maintained. We quote:

SITUATION VACANT.

SHEFFIELD AND BIRMINGHAM HOUSE (OLD established) seeks an Agent in Montreal who can introduce business in cutlery and hardware. Write, Bishlane, 54 Scotland Street, Sheffield, England. References exchanged. (22)

TRENT CANAL.

NOTICE TO CONTRACTORS.

Hydraulic Lift Lock at Peterborough.

SEALED TENDERS addressed to the undersigned and endorsed "Tenders for Hydraulic Lift Lock" at Peterborough, will be received at this office up to noon on Tuesday, May 31st, 1898, for the construction of this Hydraulic Lift Lock.

Plans and Specifications of the work can be seen at the office of the Chief Engineer of Railways and Canals, Ottawa, on and after the 5th May, 1898, where forms of tender can be obtained by the parties tendering.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation and place of residence of each member of the same, and further, an accepted bank cheque for the sum of $18,000 must accompany the tender; this accepted cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the party tendering declines entering into contract for the work at the rates and on the terms stated in the offer submitted.

The accepted cheque thus sent in will be returned to the respective parties whose tenders are not accepted.

This Department does not, however, bind itself to accept the lowest or any tender.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 2nd May, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (21)

Not a Substitute

but superior to lath and plaster, will not crack and fall off, absolutely fire-proof, handsome in appearance. Send for our beautiful catalogues showing three hundred designs; free for the asking. Estimates furnished on receipt of plans.

The ...
PEDLAR METAL ROOFING CO.
Oshawa, Ont.

FOUR REASONS WHY DEALERS should sell a brand of Stove Polish which, above ALL others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

Fourth: NO OTHER Stove Polish ON EARTH has so large a sale

Cookson's, cask lots, 10½c.; smaller quantities, 11c.

PAINTS AND OILS.

Although the application of Paris green as a paint has fallen almost into disuse, having been succeeded by less dangerous and fugitive pigments, it is still extensively handled by the hardware and paint trade, and deserves mention in these columns. A great deal of attention has been drawn to this insecticide during the past week, and the company who manufacture Paris green in Canada report a heavy demand from all quarters. The warm sultry weather has had the effect of reminding the potato growers that to ensure a good crop means "eternal vigilance" and — Paris green! The advance of 2c. per lb. has been maintained, and values may be enhanced at any moment. White lead keeps in short supply, and the country orders are both liberal and frequent. The market is strong, varnishes in good demand, but quotations are unaltered. Colors, both dry and ground in oil, are selling without special feature. Common glue is now in ample supply and quotations would be shaded for large lots. One prominent feature to note is the heavy output of paint for structural and bridge work, used by builders and large iron corporations, a healthy sign which really deserves more than a passing mention. Red lead is arriving on the market freely, one firm receiving a shipment of five tons last week. The scarcity of castor oil has also been lessened by recent arrivals. Linseed oil and turpentine are in good demand, with prices firm and unchanged. There does not seem to be any prospect of a decline in the price of these materials for some time to come. The market generally is firm, with prices unchanged as follows :

White Lead—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½; No. 4, $4.25; dry white lead in casks, $5.10.

Red Lead—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

Litharge and Orange Mineral—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

White Zinc—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

Paris White—We quote 90c.

Whiting—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

Gum Shellac—In cases, 22c.

Plaster Paris — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

Pumice Stone—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

Paris Green—Kegs, 16½c.; 50 and 100-lb. drums, 17c.; 1-lb. packages, 18c.; 1-lb. tins, 18½c.; cases, ½-lb. boxes, 19½c.

Liquid Paints—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

Seal Oil—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

Castor Oil — In cases, 10c. per lb. and 11c. for single tins.

Linseed Oil — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 51c.; boiled, 1 to 4 barrels, 54c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

Turpentine—We quote for outside western points, freight allowed, 1 to 4 barrels, 47c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

GLASS.

The movement in glass continues brisk, with prices steady at unchanged figures, though prices in Belgium have materially advanced. Import orders are arriving in considerable quantities, though deliveries have been delayed by transportation companies. In fact, Toronto jobbers state that there has been more delay in getting their stocks from Montreal to Toronto than was taken between Antwerp and Montreal. It is hoped that future shipments shall not receive such irregular attention. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Business continues brisk, all materials moving freely, with prices firm and unchanged as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c.; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

HIDES, SKINS AND WOOL.

Hides — The feeling is firm, at last week's figures. We quote: No. 1, 8c.; No. 2, 7c.; No. 3, 6c.; cured, 8½ to 8¾c.

Calfskins—The feeling is weak. Prices are unchanged. We quote: No. 1 veal, 8 lbs. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c.

Sheepskins—There is little doing. We quote at $1.15 to $1.35.

Wool—There is a free offering of unwashed at 11c. per lb. A larger quantity of fleece is coming in, the price ruling being 16c.

COAL.

The market is steady at last week's figures. We quote anthracite at Buffalo and bridges at $4.25 per ton.

PETROLEUM.

Business is good. Prices are unchanged. We quote at Toronto, as follows: Canadian, 13½c; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c. in bulk.

MARKET NOTES.

Brass tubing is 2c. dearer, being now quoted at 20 to 22c.

Shipments of red lead have been received on the Toronto market this week.

Shot has again advanced, the discount now being 7½ per cent.

A large glass factory, of Pittsburg, Pa., where paragon jars were first manufactured, is negotiating with several Canadian cities, having in view the location of a branch factory in Canada. It is proposed to organize a joint-stock company, capitalized at $100,000, to employ 200 hands.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

WAR AND THE IRON TRADE.

THE week has brought the general conviction that the war will be longer than has seemed probable before, and in some quarters the retarding effect of that belief upon business has been apparent. Yet, other facts in the iron situation reinforce optimistic views. No signs appear of a slowing of mill operations. Bar iron, sheet and tin plate mills, in the six weeks intervening before the annual shut-down for scale adjustment, will make large outputs. If the changes talked of in the meeting of the Amalgamated Association wage committee are ratified by the convention, which began its sessions in Cincinnati this week, the chances are excellent for idleness throughout July How much the war is responsible cannot be judged—doubtless very largely—but it is plain that there has been a change from the policy of freely contracting for months ahead, which prevailed in December, January and February. With the mid-year so close at hand, a very large volume of requirements for the second half might be expected to be under negotiation just now.—Iron Trade Review.

THE HIGH PRICE OF MANILLA.

The market for manilla hemp was very quiet as regards any business, and buyers are still inclined to hold off pending developments. London advices, however, were very firm, and holders of hemp afloat were less than ever disposed to sell except at full prices, most of them asking 6½c. The sisal market was also very firm, and although business in a moderate amount could probably still be done at 3½c. for early shipment, many importers were asking 6c. The recent advance in values for manilla and sisal hemp has turned manufacturers' attention to New Zealand flax and Mauritius hemp, and there have been a number of enquiries received lately. Some small sales of the latter have been made at 5½c., and about 200 tons of New Zealand flax is in the market at 5⅜c. There is some enquiry for jute for shipment from England, but as yet no business has come to notice. Jute butts are very firm but quiet.—N.Y. Journal of Commerce.

UNITED STATES IRON FURNACES.

Statistics plainly indicate the reason for the idleness of most of the furnaces of the country that are now and have been for months past—several years in some cases—on the inactive list. The 176 coke and anthracite furnaces making iron, May 1, had a total weekly capacity of 227,592 tons, or an average of 1,293 tons a week to the furnace. The 164 coke and anthracite furnaces out of blast May 1—within 12 of the number active—are put down for a total weekly capacity of 99,116 tons, or an average of but 604 tons a week to the furnace. Not more than a dozen or a score of the idle furnaces, it is safe to say, can make and sell iron profitably at to-day's price. Some of the balance, by a large expenditure of money for new stoves, new engines and other up-to-date equipment might be put in shape to make the tonnage required by the pace of to-day, but with nearly all of them the present shut down will lengthen into deterioration and complete disuse.

It would seem that the intervals of quickly expanding prices that heretofore have galvanized furnaces of moderate or small capacity into temporary activity are not to come again. And even with many furnaces that are not counted fit because they are still making iron, the proposition to spend the money needed to bring them up to the constantly rising standard of efficiency is one that cannot be decided off-hand, as against the alternative of dropping out. It is not unreasonable to suppose that the 176 coke and anthracite furnaces now active will be equal to the production of 2,000,000 tons additional per year, with the improvements that will be made in the next two years. That would mean an annual production of 14,000,000 tons, or an average of 1,420 tons a week for 176 furnaces. On the other hand, if the consumption of iron, including exports, shall remain close to 12,000,000 tons, the capacity of furnaces now building and of those that are constantly being improved is so far in excess of the average stated, that the number needed for an output of 1,000,000 tons a month of coke and anthracite iron will be even less than today's.—Iron Trade Review.

BELGIUM STEEL RAILS.

The exports of steel rails from Belgium are decreasing. In the first two months of this year they were 6,198 tons, as compared with 9,600 tons in the corresponding period last year. Iron rails were exported from Belgium in the first two months of this year to the extent of 306 tons, against 406 in the same period last year. Exports of other track material are said to have been proportionally low.

COPPER AND THE WAR.

James Lewis & Sons, Liverpool, in their monthly copper report, dated May 2, say: "The outbreak of war between the United States and Spain has conduced to higher prices, as the cost of importation from both countries will be considerably increased, especially from the former, in consequence of higher rates of freight and insurance, and the proposed imposition of tonnage dues on shipping, which will ultimately be paid by the cargo carried. Refined copper has commanded very high prices, high conductivity bars selling up to £59, and cathodes up to £58, delivered Birmingham, while £57 15s. has been paid for best selected ingots and £56 10s. for tough cake."

NEW YORK MARKETS.

May 18, 1898.

Pig Tin—The market was strong, with higher prices quite generally asked and obtained in some instances. Supplies here and in transit are under quite good control, and consumption is going on at a rate that gives holders an advantage of no mean value. There is comparatively little speculation here in contracts, however, and seemingly no outside interest. Straits for prompt delivery was quoted at 14.60c. ex ship, and 14.65 to 14.70c. free on board in lots of five tons or more. The steamer Europe brought 190 tons and the Minnewaska 50 tons, making total importations thus far this month of 3,355 tons. There are now 3,050 tons afloat.

Copper—Neither export or home trade buyers are giving new orders very freely at the moment, but a fair business is passing and the market retains good tone, having the benefit of heavy consumption and free deliveries on old contracts. The production is heavy, but apparently not excessive to a burdensome degree, and prices are held quite firmly at 12c. for Lake Superior ingot, 11¾ to 11⅞c. for electrolytic, and 10½ to 10¾c. for casting stock, as to brand.

Pig Lead—Consumers are still very indifferent buyers in this quarter, and dealers' oparations are moderate in the extreme, being confined chiefly to moderate-sized lots for early delivery. Prices hold quite steady, however, in the absence of unusual offering or pressure to sell, with the range of 3.62½ to 3.65c. quoted for western common.

Spelter—A steady market is still to be reported. Fully the average amount of business takes place, but the buying is chiefly against well defined wants and conservative, with prices on the basis of 4.20c. here for prime western. London cable quoted £19 5s. for good merchant brands.

Antimony—The position remains unchanged, supplies being moderate, and holders firm at 8¾ to 9½c., according to brand and quantity.

Tin Plate—Business of merely fair amount is being effected, and prices are steady as quoted for some time past.

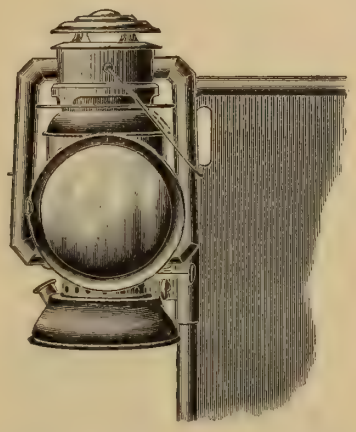
Iron and Steel—A very fair business in pig iron is being affected, and prices are holding steady for other than faulty quality iron. Old material sells fairly and is without change of importance in price. Finished products generally remain quiet.

HAM'S
No. 18 Driving Lamp.

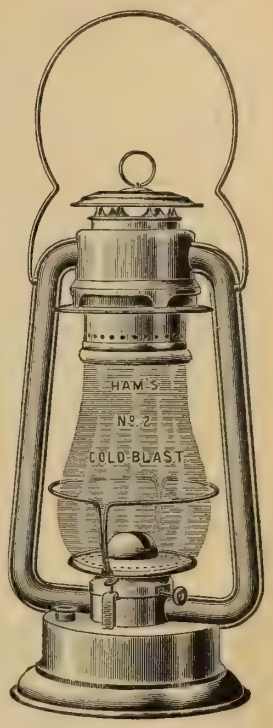
"THE DOCTOR'S FRIEND."

We guarantee every Street Lamp we make to give perfect satisfaction, and we know they have no equal. Automatic extinguisher. First-class for summer resorts—not affected by the wind.

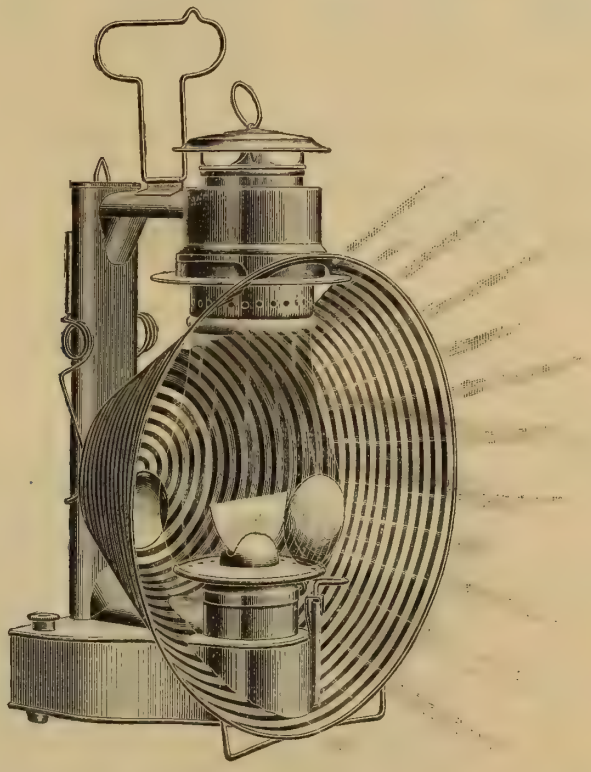
If you have never used Ham's Lanterns or seen them burn it will pay you to specify "Ham's" the next time you order. You will never be satisfied with any other make. Prices help make them so popular.



Showing Lamp in position on end of dash. Can be used on front of dash also, by means of spring on back of dash.

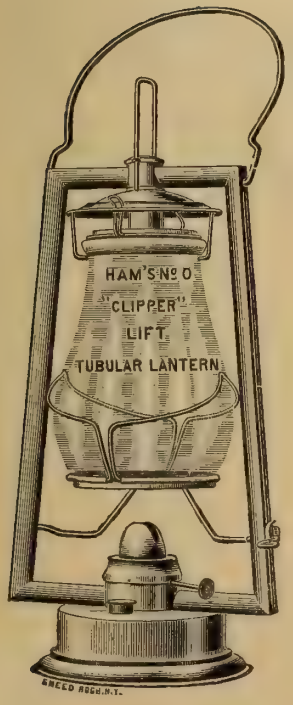


This is the **ONLY** original **COLD BLAST** lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities. A good lantern for use around windy places—a great seller.



Ham's No. 20 Search Lamp.

Finished in blue japan finish with bullseye or plain globe, as desired. Specially adapted for use on lawns, picnic grounds or summer resorts. Gives a magnificent light and burns so steady in strongest winds.

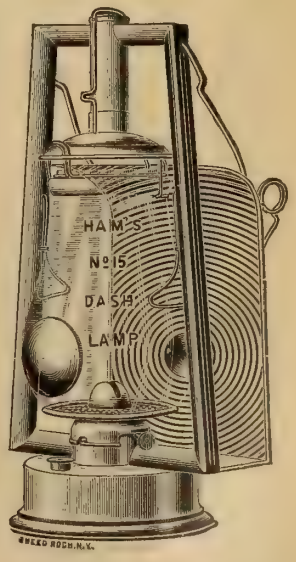


"Slickest thing out." Takes No. 0 globe, ⅝ wick, locked burner. Most popular lantern made. Everybody likes it and you can't blame 'em.

We Sell to the Jobbing Trade Only.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.



A good combination lantern. Can be used as a common hand lantern or dash-board lamp. Finished in plain tin or blue japan, with plain or bullseye globe.

MANITOBA MARKETS.

WINNIPEG, May 17, 1898.

BUILDING is very brisk in Winnipeg, and building hardware is moving freely, not only for city trade, but all through the country, many farmers having planned to erect new buildings this season.

Notwithstanding the fancy prices of wheat, Manitoba farmers are keeping their heads wonderfully well, and though the acreage of the Province in this cereal has been largely increased, they are not for one moment relaxing their efforts to increase dairying. In fact, at no period has the sale of dairy supplies of all kinds been better. One noticeable feature is the large number of cream separators sold this year to Icelanders. Until this season these people have steadily held aloof from dairying on improved methods. In order to bring the matter more to their attention, C. C. Macdonald, the dairy superintendent, wrote a very careful pamphlet, which the Government had translated into Icelandic and freely distributed. The effect was almost instantaneous. Not only are the Icelanders buying separators, but complete outfits of the latest improved supplies, such as butter-workers, churns, thermometers and the like.

Rope has taken another jump of 75c. to the 100 lb. Barbed wire continues in good demand. Linseed oil now ranges at 57c. for raw, and 60c. for boiled. There are no other lines deserving special mention.

Price list for the week is given below :

Barb wire, 100 lbs.	$2 40
Plain twist wire and staples	2 90
Oiled annealed wire 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Green wire cloth, per 100 feet	1 40
Poultry wire, per 100 feet	55
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy.	2 35
" 20 to 40	2 40
" 10 to 16	2 45
" 8	2 50
" 6	2 55
" 4	2 80
" 3	3 05
" 3 fine	3 35
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	4 00
Snow shoes	4 25
Steel, light	4 25
" extra light	5 75
Bar and band iron, $2.05 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 50
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	$10 50
" ⅜	10 25
" ¼ and 5-16	10 75
Manilla, 7-16 and larger	11 00
" ⅜	11 50
" ¼ and 5-16	12 00
Cotton, all sizes, lb.	15
Axes, per box $5.50	to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb.	25c.
Spades and shovels	40 p.c.
Harvest tools 60 to 60-	10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25

PARTNER WANTED.

WANTED—A HARDWARE MAN—ACTIVE—with $5,000 capital, to take a partnership in general business now doing a trade of over $60,000 a year, in good circumstances, in a thriving country village and a good farming locality. Apply to Howard Ferguson, Kemptville, Ont. (24)

Burton's Anti-Rattler & Bolt Holder No. 1.

PAT. NOVEMBER 15, 1887.

A perfect Anti-Rattler and Bolt Holder combined Drops over head of bolt and prevents loss of bolt if the nut comes off. And we also manufacture Burton's Nos. 2 and 3 Gem Wire and Wire Drive and Fernald Wire, Anti-Rattlers. Samples free on application. Becker Game Trap, Dandy Clothes Rack. Ask your Jobber for them, or send to us for prices and circulars

FERNALD MFG. CO., Northeast, Pa., U.S.A.

Star Brand

COTTON CLOTHES LINES

All lengths, both in Twisted and Braided . . . .

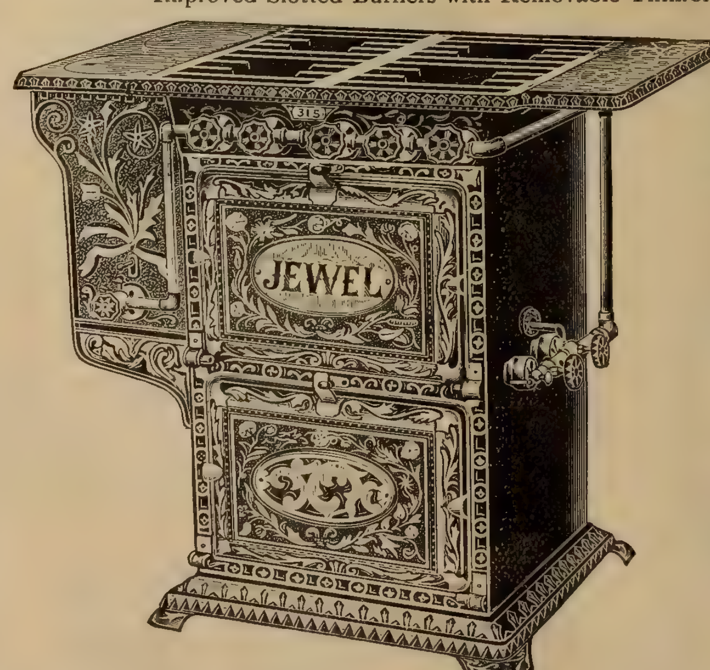
3 and 4-PLY COTTON TWINE.

Lamp and Candle WICK.

Sold by all Wholesale Dealers.

Jewel Gas Ranges

Improved Slotted Burners with Removable Thimble Cap.



Well known as the most **perfectly fitted,** most **efficient** and **successful,** and most **economical.**

MADE IN 10 STYLES.

Roasting and Baking Ovens—with or without Extension for heating

Hot Water Boiler.

Manufactured by

The Burrow, Stewart & Milne Co., (Limited) Hamilton, Ont.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

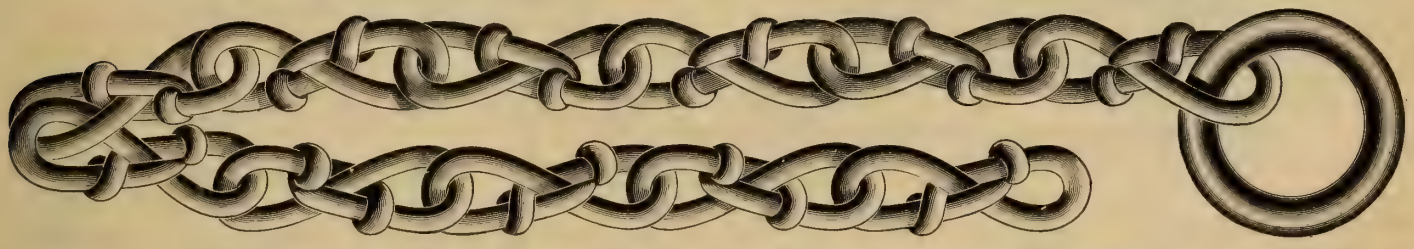
New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. **PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.**

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

DO YOU SELL

WALL PAPER?

IF SO, YOU WANT THIS.

If you sell **Wall Paper,** send us your name and address (mentioning "HARDWARE AND METAL") on a **post card,** and we will forward **FREE** and postpaid, an **ARTICLE** that every Wall Paper Dealer will find useful.

SEND FOR IT TO-DAY

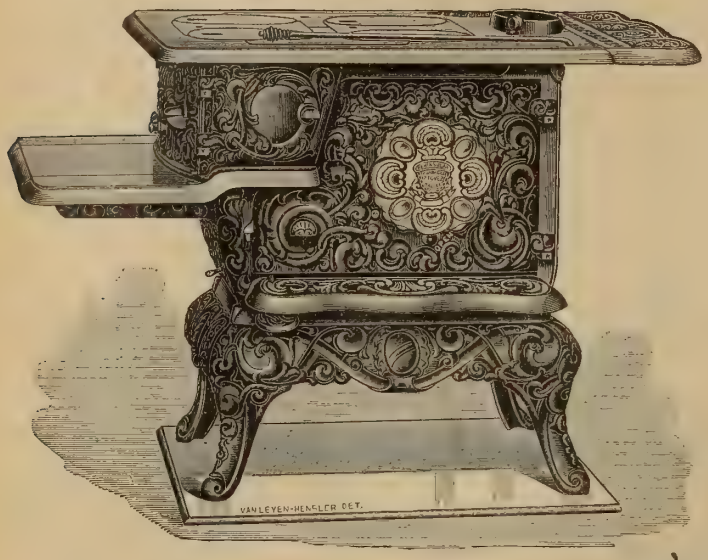
M. STAUNTON & CO.

WALL PAPER MANUFACTURERS

FOR WALL PAPER DEALERS ONLY.
DON'T FAIL TO MENTION THIS JOURNAL.

TORONTO, ONT.

New Wood Cook



The "Advance" is the most handsome wood cook on the market, and we guarantee it to be a perfect worker in every respect. We offer it at a very low price.

OVEN, 22 x 23
WOOD LENGTH, 26 inches

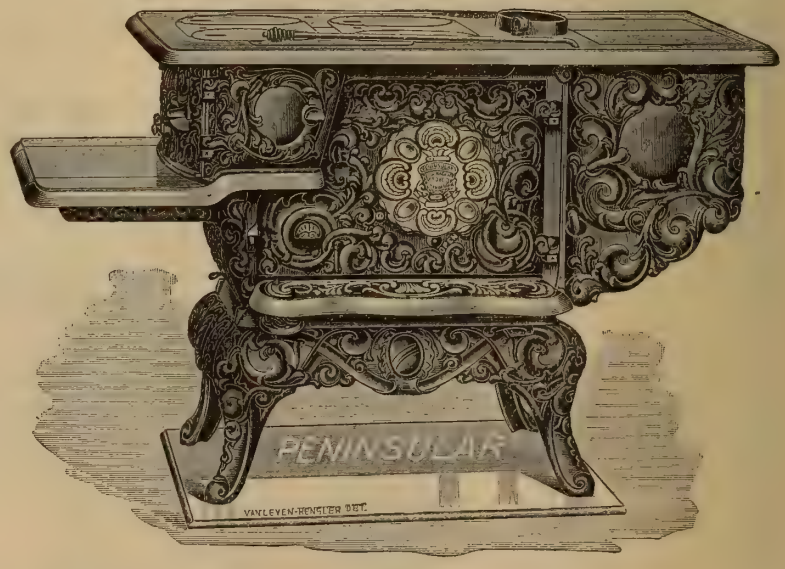
8 and 9-23, square,	**$ 31.66**
8 and 9-23, reservoir,	**40.55**
With legs instead of base, deduct	**1.11**

These prices are subject to our usual discount.

To catch trade, build up business and put money into the dealer's pocket.

Did You Ever See a Prettier Wood Cook?

We call it the "**ADVANCE,**" and if you want to increase your business, put a sample on your floor and see it work. We can ship promptly upon receipt of orders.



CLARE BROS. & CO. - Preston, Ont.

WINNIPEG BRANCH:

180 Market St., Winnipeg Man.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

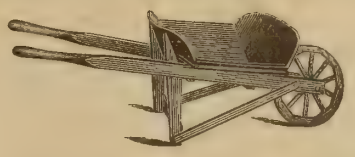
PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP
Canadian Patent, April 3, 1897.
With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.

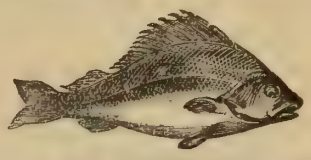


Send post card and get copy of New Catalogue.
Cleland Bros. & Co.
MEAFORD, ONT.
Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL

We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S
Poultry Netting
These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by
The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.
For Sale by . . . .
The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.
And by — Hardware Jobbers throughout the Dominion.
James Cooper, Montreal, General Agent for our Railway Fencing.

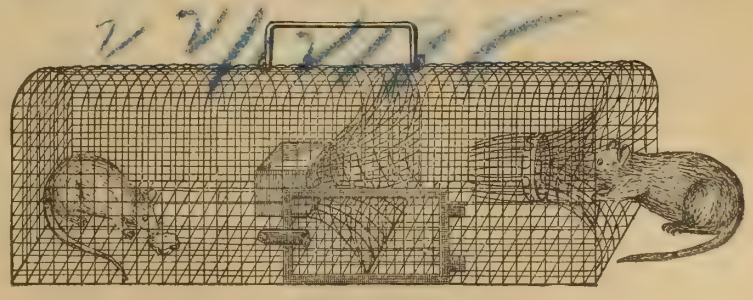
Fishing Tackle.



ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**
TRADE MARK
The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

HARDWARE DEALERS' MAGAZINE
Largest Circulation in its field in the World
One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

The Smith & Egge Manfg. Co.
Manufacturers of BRIDGEPORT, CONN.
"YANKEE" RAT AND MOUSE TRAPS
The most Ingenious and Effective Traps ever made. Surest, Safest, Cleanest. . . .
These Traps are well and strongly made, and thoroughly galvanized. All Traps carefully packed and shipped in strong crates.



THE D. MOORE CO., Limited, Hamilton, Agents for Canada.

BICYCLE SUNDRIES AND PADLOCKS
"GIANT" METAL SASH CHAIN,
"Red Metal" and Steel
SASH PULLEYS,
Iron and Bronze.
PLUMBERS' CHAINS.
PLUMBERS' TANK PULLS.
PIPE STRAPS, 8 HOOKS,
AND SPLIT LINKS.
Sole Manufacturers of the
"EUREKA" PATENT SHEAR. A useful and cheap tool for cutting rods and strap metal. SEND FOR ILLUSTRATED CATALOGUE.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

LAMARCHE & BENOIT have been appointed curators of A. Leveille & Co., general merchants, St. Laurent, Que.

Young Bros., bicycle dealers, Paris, Ont., have assigned.

Stephen Smith, general merchant, Maryland, Que., is asking an extension.

Boydell & Davis, general merchants, Robinson, Que., have assigned to Millier & Griffith.

George Hutchinson, stovedealer and tinsmith, Peterboro', Ont. has assigned to Henry Rush.

Lindsay & Jones, dealers in paints, oils, etc., Brockville, Ont., have assigned to James Smart, and a meeting of creditors will be held on the 27th inst.

Letang, Letang & Co., wholesale hardware dealers, Montreal, have assigned. The liabilities amount to $100,000, and it is claimed that the assets are $200,000, giving a surplus of $100,000. The firm has given a mortgage of $65,000 to a bank on behalf of the creditors, and it is claimed that the book debts and stock will greatly exceed this amount.

PARTNERSHIPS FORMED AND DISSOLVED.

Mesnard & Daoust, architects, Montreal, have dissolved.

Choquet & Lemieux, hardware dealers, Montreal, have dissolved.

Ferguson & Davis, general merchants, Quyon, Que., are about dissolving.

J. B. Turner & Co., general merchants, Grand Mere, Que., have dissolved.

Blais & Gignac, contractors, Levis, Que., have dissolved, Damas E. Blais continuing under the old style.

Abbott & Co., iron manufacturers, Montreal, have dissolved, and Wm. Abbott has registered as proprietor under the old style.

Evans Bros., wholesale and retail coal and wood dealers, Montreal, have dissolved, and W. Herbert Evans has registered as proprietor.

Joseph L. Roberge and Joseph L. Dugal have registered as partners under the style of J. L, Dugal & Cie., general merchants, Thetford Mines, Que.

Co - partnership has been registered between Wm. McD. Campbell and John M. Campbell under the style of Campbell Bros., general merchants, Apohaqui, N.B.

SALES MADE AND PENDING.

Joseph Begnoche, jr., general merchant, Girard, Que., has sold out.

The stock of W. C. Ross, sr., general merchant, Hopetown, Que., has been sold at 39c. on the dollar.

Mrs. J. Latta, general merchant, Port Kells, B.C., is offering to sell out.

The assets of Jos. Levasseur, general merchant, Bic, Que., have been sold.

Edouard Dignault, general merchant, St. Jacques le Mineur, Que., has sold out.

The stock of G. E. Persee, general merchant, Cap Chat, Que., has been sold at 56c. on the dollar.

The sale of the effects of the estate of Charles Bertrand & Co., dealers in agricultural implements, Isle Verte, Que., has been postponed till June 3.

CHANGES.

C. F. Peterson, hardware, Golden, B.C., has gone out of business.

Laurent Berthiaume, general merchant, Lacadie, Que., has removed to Girard, Que.

George Wright has gone out of business as coal and wood dealer in Port Hope, Ont.

Cleland & Gray are closing up their business as hardware dealers at Little Current, Ont.

John W. Gage, general merchant, Bartonville, Ont., has been succeeded by —. Maitland.

H. F. McGuire & Co. have gone out of business as general merchants in Webbwood, Ont.

Bowen Smith, sawmill owner, Cocaigne, N.B., has sold out and removed to Bactouche.

Clephire Prejian has registered as proprietor of the firm of Madame Henri Provost, general merchant, Laprarie, Que.

Albina St. Jean, widow of Edouard J. Hall, has registered as proprietor of the firm of O. St. Jean, hardware dealer, Montreal.

Josephine Turcotte, wife of Charles J. Trudel, has registered as proprietress of the firm of C. J. Trudel & Co., general merchants, Grand Mere, Que.

Celanin Cloutier, wife of Joseph C. Thibault, has registered as proprietress of the firm of Thibault & Cie., general merchants, Victoriaville, Que.

DEATHS.

John Murgotich, general merchant, Euclulet, B.C., is dead.

Charles Champagne, general merchant, Verner, B.C., is dead.

Wm. Willis, of Willis & Son, saddlers, Aurora, Ont., is dead.

S. E. Weston, general merchant, Upper Gagetown, Que., is dead.

GETTING IN RANGE BOILERS.

"See there," said a well-known Toronto wholesale dealer in plumbing supplies as he pointed to a large railway dray loaded with range boilers which was crossing King street at Bay street.

"Are these boilers for you?" asked HARDWARE AND METAL.

"They are. If this war is continued range boilers will be good property. We have already brought in three car loads and still more are coming. We are putting away in our warehouse as many goods as we possibly can in anticipation of higher prices."

DO YOUR DUTY.

"DO that which is assigned you," says Emerson, "and you cannot hope too much, or dare too much. There is, at this moment, for you an utterance brave and grand as that of the colossal chisel of Phidias, or trowel of the Egyptians, or the pen of Moses or Dante, but different from all these."

"The best way for a young man to begin, who is without friends or influence, is," said Russell Sage, "first, by getting a position; second, keeping his mouth shut; third, observing; fourth, being faithful; fifth, making his employer think he would be lost in a fog without him; and sixth, being polite."

"Close application, integrity, attention to details, discreet advertising," are given as the four steps to success, by John Wanamaker, whose motto is, "Do the next thing."

"There lives not a man on earth, outside of a lunatic asylum," says Bulwer, "who has not in him the power to do good. What can writers, haranguers, or speculators do more than that? Have you ever entered a cottage, ever traveled in a coach, ever talked with a peasant in the field, or loitered with a mechanic at the loom, and not found that each of those men had a talent you had not, knew some things you knew not? The most useless creature that ever yawned at a club, or counted the vermin on his rags, under the sun of Calabria, has no excuse for want of intellect. What men want is not talent, it is purpose; in other words, not the power to achieve, but the will to labor."

There is only one constant factor that can enter into all professions and businesses—the service of mankind. It need interfere with no honest calling, or with its success. That Christian factor is the only thing that gives the highest success, the most enduring life—a worthy immortality. We do not choose our parts in life and have nothing to do with those parts. Our simple duty is confined to playing them well.—Epictetus.

"What shall I do to be forever known?"
Thy duty ever!
"This did full many who yet sleep all unknown,"—
Oh, never, never!
Think'st thou, perchance, that they remain unknown,
Whom thou know'st not?
By angel trumps in heaven their praise is blown,
Divine their lot.

—Pushing to the Front.

DISCOUNTS FOR CASH.

THERE are always two sides to every proposition, and likewise two parties to every bargain, says an exchange. When the jobber or manufacturer offers a discount to the retailer, for prompt cash, he not only favors the retailer, but also protects himself. It is to the interest of retailers and wholesalers alike that there should be as little loss in business from bad debts as possible. The smaller the loss that the manufacturer and wholesaler sustain in this regard the lower the price at which they can afford to sell their goods. Bankruptcy does not effect creditors alone, but injures the bankrupt's fellow merchants, because, whatever manufactures and jobbers lose on the one must be made up on the others. Accordingly, there is a broad consideration of public policy why the retailer who buys for cash should have the best possible terms.

The retailer sells to the customer, and under ordinary conditions the question of credit in retail trade should never arise. Articles consumed should be paid for on delivery, and with all credit sales eliminated the retailer should be able to sell upon a very close margin. So great are the advantages of cash discounts on purchases that the retailer who discounts all his bills and who turns his stock several times a year is afforded a large percentage of profit upon his invested capital, even though the goods he distributes are sold at their nominal cost.

THE HAMILTON COAL DEAL.

The Hamilton Herald recently stated that the Murton Coal Co., of that city, had been purchased by Elias Rogers, coal dealer, Toronto, who proposed putting in up-to-date facilities for conducting the business, and that a coal war was threatened because of unfriendly feeling among coal dealers in Hamilton, which would probably result in a reduction of 50c. per ton in the price of coal.

When shown the clipping, Mr. Rogers replied that it was true that he had bought out the Murton Co. "But," said he to HARDWARE AND METAL, "Our plans are not settled yet. We are considering putting in new up-to-date dock and rail appliances, and may do so. As regarding the threatened war in prices nothing can be said with any degree of accuracy. It may, and it may not take place."

USES OF ZINC.

Under the head of "What Becomes of Zinc?" The Western Mining World says: "There seems to be more public curiosity respecting zinc than any other metal. This is due, probably, to the fact that other metals come more into the daily life and are therefore better understood. This country produces 300,000 tons of zinc ore each year, which, reduced to pure zinc, amounts to 80,000 tons, with a cash value of $10,000,000. Probably three times this amount of zinc is imported annually, although a great deal of imported zinc is exported again after having been manufactured into various articles. As an article of commerce zinc is known as spelter. It is used extensively for engraving plates, for galvanic batteries for roofing and for coating telegraph and other wires. As zinc has a low melting point and molds desirably with sharp impressions, it is used a great deal for casting works of various kinds, such as statues, statuettes and ornamental designs. One of the most important uses to which zinc is put is the coating of other metals to protect them from the elements.

NEW STORE FOR EDEN MILLS.

A new store is to be started in Eden Mills, Ont. The proprietor is Mr. Joseph Zinger. The business will be a general one, carrying groceries, hardware, glassware, crockery, paints, oils, etc. Mr. T. A. Mason will be manager.

Mr. Zinger has wisely decided to do a cash business, in his buying as well as in his selling, and HARDWARE AND METAL wishes him success.

Messrs. Zinger and Mason were in Toronto this week buying stock.

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF

WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES, COUNTER SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.

WALTER GROSE, 30 St. Dizier St., Montreal, Que.
Agent for Montreal and Eastern Provinces.

2500 Barrels Portland Cement

LION BRAND

May - June arrival, by direct steamers from Belgium, for sale, low.

Write for Quotations.

J. WATTERSON & CO., MONTREAL

INTERESTING BIT OF HISTORY.

HARDWARE AND METAL is reminded by the advertisements of cow ties in the current number of this paper that only a few years ago all of the cow ties used in Canada were imported. Several enterprising firms have, during the last few years, entirely altered this state of affairs. There are several first-class cow ties made in Canada, and hardwaremen report that very few are now imported from abroad.

The Oneida Community, Limited, is manufacturing two lines of cow ties in Canada, both of which have become exceedingly popular, and it will certainly pay every hardware dealer to obtain the season's prices from them.

The Oneida Community, Limited, which is now a thriving joint stock corporation, engaged in the manufacture of tableware, steel chains, game traps, silk, and canned fruits and vegetables, started way back in the forties as a religious community.

The N. Y. Evening Post, in an extended description of them, says: "Beginning life at Oneida on 40 acres of land, a part of the old reservation of the Oneida Indians, the Community found that agriculture did not afford them adequate support, and soon engaged in various trades. They established a sawmill and a blacksmith shop, made rustic furniture, and began the manufacture of steel traps for animals, which attracted attention by the uniform excellence of their workmanship. Many difficulties were encountered, but the members of the Community had great perseverance, industry and ingenuity, and finally established themselves in a condition of prosperity. They made traveling bags, satchels, mop-holders, and a variety of small articles, and put up preserved fruits in glass and tin, besides raising farm products, ultimately increasing their land holding to 600 acres. Trap making was begun at Oneida in 1855, fruit preserving in 1858, silk manufacture in 1866, and silver plated ware in 1877.

"A completely religious body, they had no preaching, baptism or communion, did not pray aloud, and did not observe Sunday, holding that every day with them was a Sabbath. It was their custom to sing hymns and read the Bible, which they claimed to be their rule of faith. Tobacco and spirituous liquors were not used among them. Most of the original members were New England farmers and mechanics, but among them were professional men and college graduates.

"A remarkable change took place in 1880, when, at the instance of its founder and other leading members, the Oneida Community voluntarily relinquished its most distinctive features and became incorporated as a joint stock company. Its property, then valued at $600,000, was divided among the members, women sharing on equal terms with the men.

"The former members of the Community now marry like other people (chiefly among their own number). The women dress like most of their sex, none of the old rules of the Community are binding on any one, though its principal doctrines are said to be still cherished by a large majority of those reared in them. There is also said to be a strong tie of friendship and loyalty among those who were formerly united under the same religious and social system."

The corporation is known as the Oneida Community, Limited. It is governed by officers and directors elected by the shareholders. Nearly all of the old Community members are employed in the service of the company, besides many outsiders, the total number of work people being about 1,000.

The manufacture of plated ware and chains has been transferred to Niagara Falls, for the advantage of water-power privileges. The articles made there are principally knives, forks, spoons, souvenir articles, and steel chains of all kinds. On the Canadian side the corporation has a steel trap and chain factory. Another trap factory, a canned goods factory, and mills for the production of machine twist and sewing silk are maintained at Kenwood, near Oneida.

Next to the places of manufacture, New York City is now the chief point for the sale of the Community's goods, the corporation having a large office at 413 Broadway.

The total value of the products annually sold by the Oneida Community is nearly $1,000,000.

U. S. SHIP PLATES FOR BRITAIN.

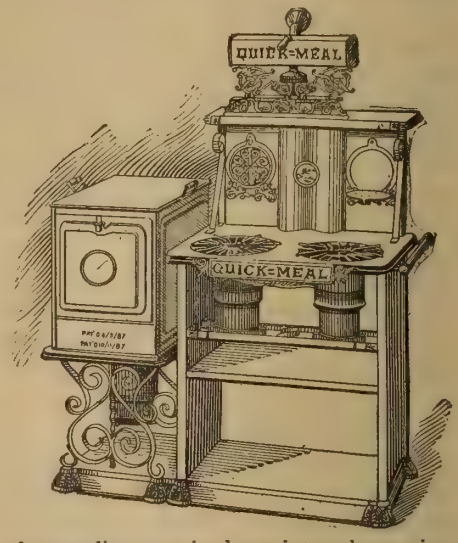
The ordering of 3,000 tons of American ship plates by a ship yard in Belfast, and its being followed by an order for 5,000 for a Clyde establishment, is somewhat of a startling innovation in our export trade. These contracts have aroused considerable interest among British makers of ship plates. They are naturally concerned as to the reasons thereof, and are possibly apprehensive as to its continuance. It has not hitherto been thought that American competition could affect British home trade in this line, but when American plates at present prices are about eighteen shillings a ton cheaper than British made plates at Middesbrough, it is a close call for the English ship plate manufacturer.—Age of Steel.

THE LATEST COOKING STOVE.

THE Gurney Foundry Co., Limited, and the Queen City Oil Co., Limited, recently opened up a down-town store to jointly demonstrate the advantage of the "Quick-Meal" gasoline stove and of "Sarnia" gasoline to the housekeeper. A representative of HARDWARE AND METAL visited this showroom, and, by practical demonstration, was satisfied with the safety, cheapness and quickness with which a meal can be prepared with "Quick Meal" stoves and "Sarnia" gasoline.

As will be seen from the accompanying cut, the "Quick Meal" gasoline stove is simple in construction, yet is made of such size that the cooking of an ordinary house could easily be done with it.

At the top of the cut will be noticed a small reservoir for the reception of the "Sarnia" gasoline. From this reservoir



the gasoline runs in drops into a large pipe, where it evaporates into gas, when it is conveyed to the burner. A match applied to this burner starts a steady flame which in less than half a minute is burning pure gas of sufficient power to heat a kettle or cook a meal in a few minutes.

It is frequently considered that gasoline is explosive, but, as is freely demonstrated by the attendants at this showroom, the "Sarnia" gasoline, while in the liquid state, burns slowly and steadily, and is non-explosive.

A stove of this nature, with such fuel, should sell especially well in towns which have not gas, and stove dealers who want to be in the van should learn the particulars concerning the prices, etc., of the various sizes which are made of from one to five burners capacity. As the cost of using each burner for an hour is less than 1c., it is readily seen that this stove is much more economical than coal or wood stoves, besides being clean, quicker and less troublesome.

PURITAN WICKLESS BLUE FLAME

COAL OIL STOVES.

Burns ordinary coal oil without a wick, and makes a perfect Blue Flame stronger than gas. It is entirely odorless and easy to keep clean, and nothing to get out of order.

It will roast, bake and boil equal to any wood or coal stove, and with much less trouble. Those stoves are guaranteed by the manufacturers, The Cleveland Foundry Co., to give perfect satisfaction. Those goods are easy sellers, and will bring trade to your store. Send for catalogue and price list and secure the agency in your town for them. . . . . .

R. BIGLEY, Canadian Agent, **TORONTO**

Established 1860. **Incorporated 1895.**

THE REASON WHY

"Crescent"

Steel Agate Ware

is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper .. **WIRE**

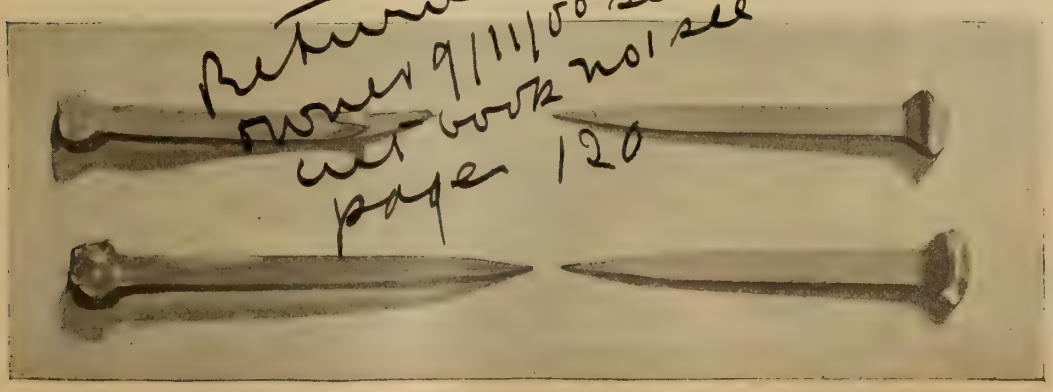
WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Photographed from Horse Nails made in Canada.

"HOT FORGED." **"MONARCH."**



Returned to Power 9/11/00 see work no 1 see page 120

About fifteen per cent. of all hot forged nails are made from short pieces of rod, welded together in blacksmith's fire. This causes split nails as here shown.

We have the only process using a Graduated reduction and continuous rod in the coil. We do not make any split nails.

Nails made by our process are the only perfectly safe Nails to use.

Maritime Nail Co. Limited.

Saint John, N. B.

Sole Manufacturers.

Plumber and Steam-Fitter

HOW THE PLUMBER SHOULD CONDUCT HIS BUSINESS*

By John J. Foy, St. Louis.

THE question now before us was not always as important as it is to-day. A quarter of a century ago our predecessors found little or no occasion for it. In that period of time our advancement has been phenomenal, as great and rapid as can be shown in the history of mechanics. Add to this the impetus that the birth and growth of our national organization has given us—the value of social intercourse and exchange of ideas; the sound doctrines of trade advancement and and of trade protection promulgated in our State and local organizations; the ever growing enactment of State and municipal laws governing both the qualifications of the plumber and the character of his work; the educational value of our splendid trade press, and the assistance of the manufacturers in the very general enforcement of the famous Baltimore resolutions—and one marvels that such progress has not brought a corresponding advance in financial returns.

THE BURDENED MASTER PLUMBER.

The master plumber of to-day is burdened with cares and responsibilities greatly in excess of his prececessor, and under fair conditions should receive a proportionately greater reward for the added labor, study and energy he expends. To divine the reason for the non-existence of this is to answer the question at issue. The tremendous and entirely disproportionate increase of competition is the reason most of us will assign. We have produced too many master plumbers. How? By employing too many apprentices! In placing hundreds of half trained, and only too often ignorant young men, in the ranks of the journeymen plumbers year after year we have overstocked the market. The result is that most of this class get into business and bring about the very worst competition we know of, equally injurious to the legitmate journeyman plumber as to the master plumber. A low order of intelligence and his lack of skill as a mechanic make him a fit tool for the speculator and the cheap builder, and a loadstone of destruction to that element among us who endeavor to construct high class work, use good material and good workmen to accomplish it, and who seek fair renumeration for their efforts. We make laws here and there restricting the competition of non-practical men and debarring them from our membership. Personally I am in accord with such laws, but I have never found such competition to be as unfair as the type I have already noted. Usually they are men of business ability, of at least ordinary intelligence, and as such are willing to succor any movement that promises an added value to their investment. The class we produce ourselves is where the trouble lies, and there it will remain till we revise our apprenticeship system and so arrange it that we shall prevent overproduction, produce a higher class of mechanics and intelligent business men. I have heard a great remonstrance to this suggestion as to its being un-American and un-Christian. I can only ask, Is it the greater crime to restrict their numbers and make the ultimate prize worthy of their every effort, or to turn loose a countless host year after year who barely find the means of existence and in whom every ambitious thought or hope is dead?

CONFERENCE BOARDS.

The apprentice, the journeyman, the master plumber! Those are the three eras in the evolution of one man; therefore the interests of the three types are in a very great measure identical. Every city and every State should work in harmony—employer and employee—through the medium of conference boards. These boards should determine the number of apprentices their city or State should take care of. After the number is determined and allotments made, cause all applicants to pass a competitive examination and accept only as fulfil its requirements. Draw up papers of indenture between such boys and their future employers and enroll them on the board's roster of apprentices. We would all take an interest in these young men, recognizing in them a new type of future plumbers, and one from which ourselves, our craft and the public might expect much that would be for our mutual good and advancement. Schools of instruction should be established where they might secure a theoretical as well as practical education. Everybody respects the reasoning mechanic, and in greater measure than he who is simply a mechanical tool, no matter how expert he may be as such. Lectures, chalk talks and occasional practical demonstration of work would cost nothing—everybody who honors his craft would contribute freely to that feature. A plain business education should be provided for them, and such instruction as might be considered necessary should be paid for from the funds of the master plumbers' organization or from a special fund that might be created. I believe manufacturers generally would contribute to such a fund, for they would be benefited by the results obtained almost equally with ourselves.

OTHER METHODS.

Of course, other methods of ameliorating present conditions may be and to some extent and in some localities have been resorted to. They are usually based on agreements as to prices or upon some specific arrangement with the manufacturer or dealer; but no matter of what nature, their import is always to secure better payment than the enormous competition would otherwise

*Condensed from a paper read at the San Antonio Convention of the United States National Association of Master Plumbers.

allow. All such plans ultimately fail. They are the panacea of a day or a month—their effort can never be other than temporary. Why not get down to first principles—get down to the apprentice, the future journeyman, future master plumber, future competitor? There is nothing in this scheme of reform that will not stand the search light of publicity nor but, if once understood, would receive general commendation. The American people are gradually learning to appreciate the importance of our craft. They are misled at times by a false feeling of safety in the too often imaginary protection afforded by State and municipal laws against incompetence and ignorance. When they are enlightened and understand exact conditions they are as anxious for the general advancement of the plumber as we are. The unbiased observer and the educated man in every walk of life is willing to admit that plumbing in its truest sense is not only the foremost of the mechanical arts, but a science as well, and as deserving of protection as the professions, as the law and medicine, for instance. Suppose for a moment that those two professions had been as lax in their methods of developing graduates for the last quarter century as we have been! It would have proven ere this a national calamity. An ignorant lawyer is a menace to good government and ultimately its destruction. An unskilled physician destroys rather than saves life. We recoil from such in horror and in dread. It should be so, and some day will be so, with the plumber. Let us commence a campaign of education and restriction. Take the public into our confidence and educate them, for, contrary to the opinion of many of our older members, I see no harm in it, but instead infinite good.

THE EDUCATED PLUMBER.

Let us hope for a day—yes, and work for it—when it will be as great a source of pride to our young men to produce a diploma as a first-class graduated plumber as it is for the young physician or lawyer who, after years of study and perhaps privation, at last finds the diploma of his college within his grasp and the broad, fruitful field of active practice opened up before him. Any craft, any business, any profession that is open to everybody irrespective of their qualifications is already decaying and ultimately destined to live with little but a once honored name to stamp it as worthy of pursuit.

PLUMBERS' DIRECTORY.

The executive committee of the National Master Plumbers' Association, of Canada, is preparing a directory which will include the names of all the master plumbers in Canada, as well as the various jobbers and manufacturers in accord with the association. It will be ready for the annual meeting of the association in Quebec at the end of next month.

HINT FOR MAKING PIPE.

A CORRESPONDENT of The American Artisan writes: "It is customary among tinners in making 3-in. pipe to cut the joints to the length of 14-in., or else to cut one 20-in. length and two 18-in. lengths. The former way is most commonly used, but has the drawback of too many joints. The latter makes joints of unequal length. I have lately studied up a new method which enables me to make the pipe in two 28-in. joints to the sheet, leaving, as can be seen, only one joint to the sheet to be soldered. My method is as follows: Remove the five set screws at the back of your folder, also the long washer plate. Next remove the folding plate (the one with the square bend). Now, between it and the plate that remains on the machine, place a 5-16 washer at every screw-hole and replace the other plates in the proper order and your change is made. If one washer to the screw is not enough use two. The washers, as can be seen, move the folding bar back so that it catches less metal in folding. This kink comes in handy at other work also."

Mechanics Supply Co.

96 St. Peter Street **QUEBEC** 24 St. James Street

Wholesale and . . Retail . .

Lowest Market Prices.

We carry one of the Largest and Best Stocks in Canada

☞ ORDERS FILLED PROMPTLY. ☜

BUILDING PERMITS.

DURING the week from May 12 to May 19, permits have been issued in Toronto for the exection of buildings, the aggregate value of which will be over $76,000. The principal permits were granted to the Carlaw estate, a five-storey brick and stone warehouse and offices at 28 and 30 Wellington street, to cost $12,000; Firstbrook Bros., a three-storey factory, on the southeast corner of King and Princess streets, $10,000 ; J. A. Kane, 5 attached, two-storey brick dwellings, corner of Bathurst and Harbord streets, $12,500 ; J. M. Loose, for a two-storey brick factory, McDonald square, $3,000 ; Elizabeth Henderson, for a pair of semi-detached two-storey and attic dwellings at 188 and 190 Langley avenue, $3,000 ; the John L. Lawler estate, for alterations to stores at 12, 14 and 16 King street west, $10,000 ; to the trustees of the German Lutheran church, for a one-storey brick and stone church at 114 Bond street, $7,000 ; Geo. Coles, for a two-storey addition to rear of 719 Yonge street, $1,100; G. H. Duggan, for alterations to Commercial buildings at 43 Yonge and 3 Wellington streets, $2,200 ; M. Coates, addition to store at 276 Delaware avenue, $500; Joseph Carter, for a residence at 56 Elliott street, $1,000 ; Dan Casey, for a two-storey and attic brick residence, 20 Denison square, $2,500 ; Dr. Joseph Bascom, for a three-storey brick residence on King street west, near Dunn avenue, $4,000 ; Reuben Armstrong, for a three-storey brick residence on Brunswick avenue, near College street, $3,600 ; Richard Magone, for a three-storey residence and store at 192 Berkeley street, $1,700.

PLUMBING AND HEATING CONTRACTS.

THOS. CAMBELL, St. John, N.B., has the contract for the plumbing of a large residence for L. B. Knight, at the corner of Canterbury and Duke streets, St. John.

Fiddes & Hogarth, Toronto, have the contract for the steam-heating of the Royal Hotel, Hamilton.

W. J. McGuire, Toronto, has the contract for the plumbing and heating of the new Albany Club building, on King street east, Toronto.

Thos. Harrington has the contract for the steam-heating, and J. H. Torrey for the electrical fixing, for the improvements to the C.P.R. offices in Winnipeg, the total cost of which improvements is $20,000.

Joseph Lamarche, of Montreal, has the following contracts : The plumbing, heating, ventilating, roofing, gas and electric fitting two houses and six flats for Alp. Leclaire ; the plumbing, heating, ventilating, and gasfitting for A. Chennevut, M.P.P., private residence ; the plumbing, heating, ventilating, roofing, and gasfitting two houses for P. Deslauriers ; the plumbing, heating, ventilating, roofing, gas and electric fitting of a store and dwelling for Succession Masson ; the plumbing, gas and electric fitting St. James street restaurant for V. Lemay.

PLUMBING AND HEATING NOTES.

Building operations are on the boom in Forest, Ont.

Scott & Bennett are commencing business as plumbers in Galt.

The brickwork of the new Bank of Hamilton at Simcoe is about completed.

Quite a number of new buildings are to be erected in Pendennis, Man., this summer.

The new building which the Merchants Bank of Halifax is erecting at Moncton for its branch there is to cost $20,000.

Work has commenced on the new block to be erected by Messrs. Osler, Hammond & Nanton immediately north of the McIntyre block site, Winnipeg.

J. H. Rodgers intends converting his block on Main street, Winnipeg, into a modern office building. He has also purchased 25 feet of the adjoining land, where he may erect a new store.

The Montreal Star says : "It is understood that a special committee of the city council is considering the question of a by-law restricting the height of buildings. Sky-scrapers are not wanted here, and now is the time to prevent their erection. Not over ten storeys and not exceeding one hundred feet high should be the maximum limit."

Building operations in Bridgetown, N.S., will be carried on this summer on an extensive scale. Ruggles Bros. are erecting a large brick building, to be fitted up for the Bank of Nova Scotia, a store, town hall and offices, while Capt. Milledge Munro and Councillor Shafner will each build handsome residences on School and Granville streets respectively.

Building permits have been issued in Hamilton to The Hamilton Bridge Co. for a brick engine-room, to cost $1,500 ; to Charles Mills for additions to The Duncan Lithographing Co.'s building, to cost $500, and to Thomas Allen for a two-storey brick dwelling on Walnut street, to cost $1,400, and to Chas. Mills for an addition to The Ontario Tack factory on Queen street north, to cost $4,000.

The Wookstock, N.B., Board of Trade has interested itself in working up an export business in maple blocks, etc. As the country in the neighborhood of that town is prolific in maple, further developments may be expected.

U. S. PIG IRON PRODUCTION.

The Iron Age, in its monthly review of pig iron production, says : Except a moderate increase in the production of charcoal pig iron there has been no change in the rate of production during the month of April, and we are still running along at the enormous rate of 1,000,000 tons per month. There has been some accumulation of stocks of iron, which indicates that outside of the large steel plants consumption is not quite taking all the metal. The weekly capacity of the furnaces in blast on May 1 compares as follows with that of preceding periods :

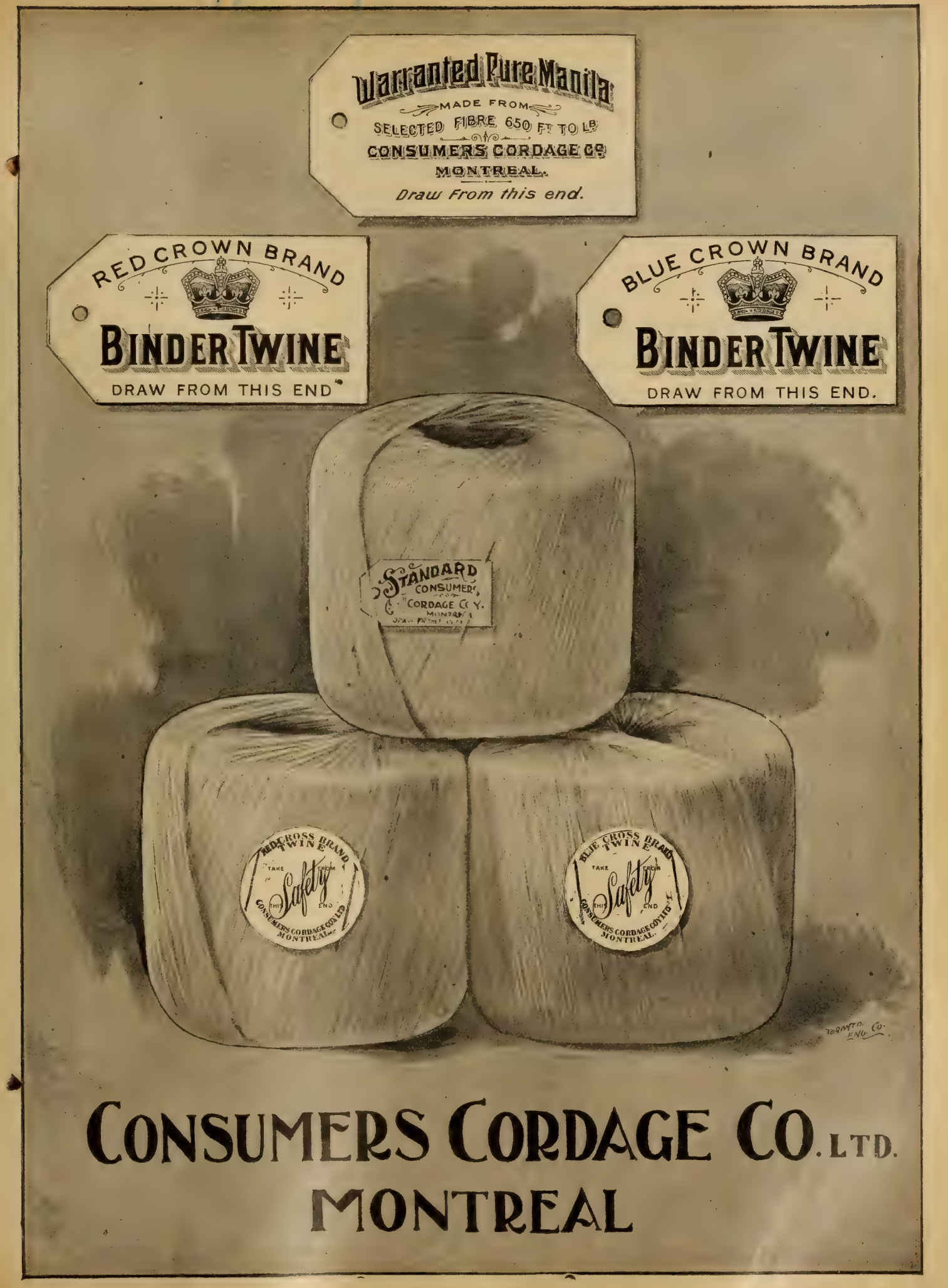
	Furnaces in Blast.	Capacity Per Week. Gross tons.
May 1, 1898	194	234,163
April 1,	194	233,339
March 1	193	234,430
February 1,	184	228,338
January 1	188	226,608
December 1, 1897	191	226,024
November 1	183	213,159
October 1	171	200,128
September 1	161	185,506
August 1	152	165,378
July 1	145	164,064
June 1	146	168,380
May 1	146	170,528
April 1,	153	173,279
March 1	150	169,986
February 1.	154	162,959
January 1	154	159,729
December, 1, 1896.	147	142,278
November 1	133	124,077
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189,398
April 1,	200	187,451
March 1	207	189,583
February 1.	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306

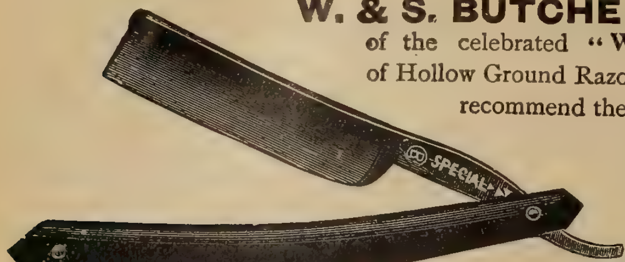
The position of stocks sold and unsold, as reported to us May 1, was as follows, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron :

Stocks—	Jan 1.	Mar 1.	Apr. 1.	May 1
Anthracite & coke	599,585	663,191	678,492	696,540
Charcoal	136,781	135,303	139,516	144,975
Totals	736,366	798,694	818,008	841,524

MIDLAND'S GRAIN TRAFFIC.

Every car capable of carrying freight was called into requisition on Sunday, May 1, to help in emptying the grain elevators at Midland, Ont., which were filled to overflowing by the unexpected arrival of several large vessels loaded with corn and wheat. Twelve or thirteen trains passed through or left Lindsay en route for Midland. Two of the trains composed 36 cars each, and had two engines attached. The wheat was part of large shipments from Chicago to European markets. It is not customary to send it by so northern a route as this, but probably the war was the cause of this. Two of the boats that brought the grain to Midland were probably the largest that ever entered that harbor, carrying 232,000 and 211,000 bushels respectively. Another one carried 146,000. They tried to enter Owen Sound harbor, but, owing to the shallow water, could not effect an entrance.


Warranted Pure Manila
MADE FROM
SELECTED FIBRE 650 FT TO LB
CONSUMERS CORDAGE Co
MONTREAL.
Draw From this end.
RED CROWN BRAND
BINDER TWINE
DRAW FROM THIS END
BLUE CROWN BRAND
BINDER TWINE
DRAW FROM THIS END.
STANDARD
CONSUMERS
CORDAGE Co Y.
MONTREAL
RED CROSS BRAND TWINE
TAKE FROM THIS END
Safety
CONSUMERS CORDAGE CO LTD MONTREAL
BLUE CROSS BRAND TWINE
TAKE FROM THIS END
Safety
CONSUMERS CORDAGE CO LTD MONTREAL
TORNTO ENG. Co.
CONSUMERS CORDAGE CO. LTD.
MONTREAL



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "**WADE & BUTCHER**" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

May 20, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

		Per box
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	....	3 50
I.X., "	....	4 25
I.X.X. "	....	5 00
I.XXX., "	....	5 75
D.C., 12½x17	....	3 00
D.X	....	3 75
D.X.X	...	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs } " 14x60 " } " 14x65, " }	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¾	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2 20; ¾ inch, $2.62½; 1 inch $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30.

Galvanized, ½ inch, $3.80 to $4; ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.75 to $9.20; 1½ inch, $11.25 to $11.80; 2 inch, $15.20 to $16.

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	....	0 15
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4	....	0 20

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe. in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10½	0 11
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21¼
1-lb. tins	0 18½

Sulphate of Copper.

Casks, for spraying, per lb	0 04¾
100-lb. cases, do. per lb	0 05

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	....	0 45

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.

Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.

Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.

Brass Shot Shells, 55 and 10 per cent

imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.

Steel clad, 20 per cent. discount off revised list

Boxing extra

Bells.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.

Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.

Standard, 45 and 10 per cent.

Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.

Excelsior, discount 60 per cent.

Rockford Common, 70 to 70 and 10 per cent.

" Perfection, 50 and 10 per cent.

Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.

Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.

Tire, dis., 70 and 5 per cent.

Stove dis., 70 per cent.

Elevator, dis., 35 to 40 per cent

Machine, dis., 70 p.c.

Coach Screws, dis. 70 and 10 p.c.

Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.

Reversible, dis., 65 to 67½ per cent.

Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.

Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.

Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 60
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.

Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.

Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.

Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

'orse, dis. 37½ to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.

Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.

Nicholson File Co., 50 and 10 to 60 per cent.

Heller's Horse Rasps, 50 to 50 and 5 per cent.

Jowitt's, English list, 25 to 27½ per cent.

American, 60 to 60 and 5 per cent.

Great Western, 60 and 10 per cent.

Mechanics' Star & File Mfg. Co. Discount, 60 and 10 to 70 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door, per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40	0 50

Lanes, 62½ per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent

" Shepard's Noiseless, dis. 60 per cent.

" " Buffalo, dis. 60 to 70 p. c.

Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

		Per gro. pair.
Spring	....	9 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	2 70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.

"C" brand, 50 p.c. dis.

"M" brand 50 p. c.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., pe doz	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.

Christie, $7.00 net.

Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz............ 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d................................. 2 25
6 and 7d................................. 2 15
8 and 9d................................. 2 00
10 and 12d............................... 1 95
16 and 20d............................... 1 90
30, 40, 50 and 60d. (base).. .... 1 85
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz................... 0 00 19 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 2 25 3 30

PENCILS.

Dixon's, per gross........... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L....................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................. 100 00
No. 56 Hand Machine, range 2½ to 6............................. 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning........................ 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02½ 0 02¾
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	8	9
⅜ in.......................	8½	9½
¼ and 5-16 in.	9	10
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb........................ 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50
Solid, " .... 1 10 ....

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan & Haynes, per ft...................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 23 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross........... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued.............. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks............................. 35
Copper tacks 62½

Leather carpet tacks ....
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled, 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd....................	....	....
Plain twist..................	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ... 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 1 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

"Build to-day then, strong and sure, With a firm and ample base." —Longfellow.

DO YOU?

Wish thus to build an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

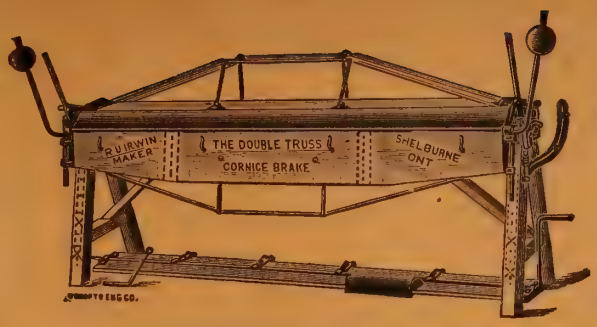
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This Brake binds 22-gauge iron and lighter. . . .

Price, $50.

Very handy Beader Attachment, $10 extra. Address,

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❀ **Meakins & Co.** Montreal

BRUSHES

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Church's Potato Bug Finish

READY FOR USE DRY.

NO MIXING REQUIRED.

The only safe way to use a strong poison.

Worth its cost as a Fertilizer.

Does not injure the vines.

300 pounds net in every barrel. Price, f.o.b. Paris, four barrels for $10.00. Send in your orders now.

THE ALABASTINE COMPANY, Sole Manufacturers, PARIS

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

When your Stock is low

let us hear from you. You know our Paints, you know us, and you know our way of doing business. What more do you want?

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

☞ Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X MONTREAL AND TORONTO, MAY 28, 1898 No. 22

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Incidental Advantages

of . . . . .

"QUEEN'S HEAD" IRON

CANADA

Made by a firm of unquestioned standing, with a world-wide reputation.
Large stocks carried by leading jobbers everywhere.
Prompt delivery of import orders.
Shipment in cases, insuring delivery of every sheet in good order.
No Iron bands to be paid for as Galvanized Iron, and sold as scrap.

JOHN LYSAGHT, Limited,
Bristol and Montreal.

You can buy lower-priced Iron, but you can't buy cheaper.

Quick Safe Artistic

"Buy quick and repent at your leisure"—think of the money loss a leaky Radiator entails. The Safford Radiator can't possibly leak—you wonder why, because "most radiators do" you say. Every connection of the Safford has a **screw thread** on it. The joints screw into each other. There are no bolts, rods or packing. The Toronto Radiator Manufacturing Company are the

Original Screw-Nipple Connection Inventors

for Radiators. They keep ahead of imitators you see—always. The "Safford" Radiators give quick and free circulation in a minute after the heat is turned on. Let us send you a book about it—it's free.

The Toronto Radiator Mfg. Co.
Limited
Toronto, Ont.

Safford Radiators

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.
Limited.

TORONTO

DUNLOP

60,000 RIDERS OF DUNLOP-TIRED MOUNTS IN CANADA

Help you to sell more bicycles fitted with Dunlop Tires.

That's how it's so much easier to sell good bicycles. Most good bicycles are fitted with Dunlop Detachable Tires.

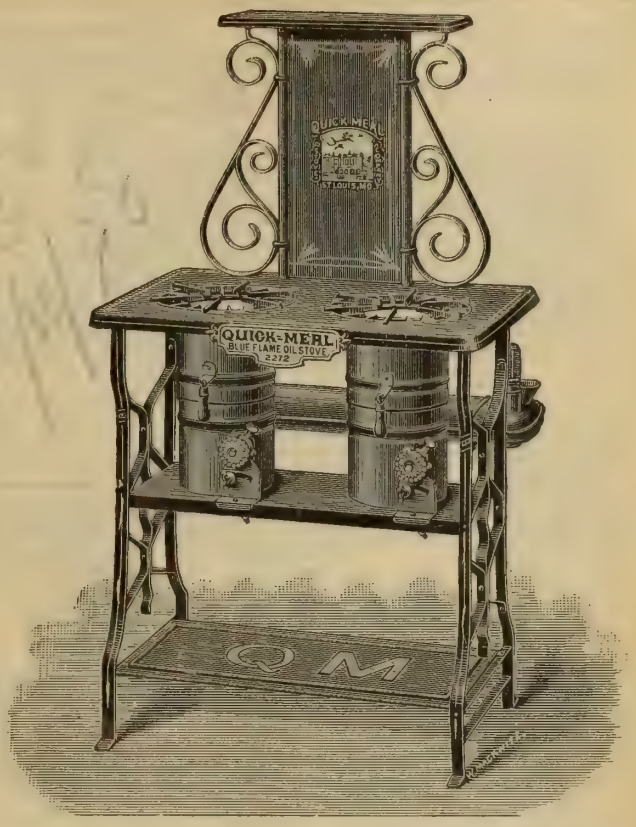
They're a Success!

QUICK MEAL

Blue Flame Oil and Gasoline Stoves

have already proved famous sellers, and this year's lines have some added improvements which make them specially desirable.

We are sole agents for Canada, and will be pleased to send you catalogue and price list, showing the many styles and sizes in these popular Quick Meal lines.



OUR NEW '98

Oxford Gas Range

has reversible oven burners, and other improved features that will make it irresistible.

Better send us your order at once.

THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Galvanized Sheets

"Golden Crown," best English.
"Falcon," best American.

Large stock in both brands. . .

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.

YOUR

GARDEN HOSE

Should have a . . .

SEAMLESS TUBE

All our brands of Hose have our Patent Seamless Tube

"Star," "Maroon," "White," "Western," "Phœnix," "Wire-Wound," "Trade."

Cotton, Rubber-Lined

THE CANADIAN RUBBER CO.
OF MONTREAL

Montreal, Toronto, Winnipeg

The fibre is long and strong

BROWN WRAPPING
HARDWARE MANILLA
MANILLA
FIBRE

Eddy's Wrapping Papers

The E. B. EDDY CO., Limited

HULL	ST. JOHN	VANCOUVER
MONTREAL	HALIFAX	VICTORIA
TORONTO	HAMILTON	ST. JOHN, Nfld.
LONDON	WINNIPEG	KINGSTON
	QUEBEC	

The paper stands wear and tear

TRADE MARK

It is a well known fact . . .

TRADE MARK

that no other goods are as carefully made and inspected as

Henry Boker's

Hardware Cutlery, etc.

Buy his goods Take no other

and you will capture the cream of the trade.

BEST ASSORTMENT ALWAYS ON HAND.

TRADE MARK

TRADE MARK

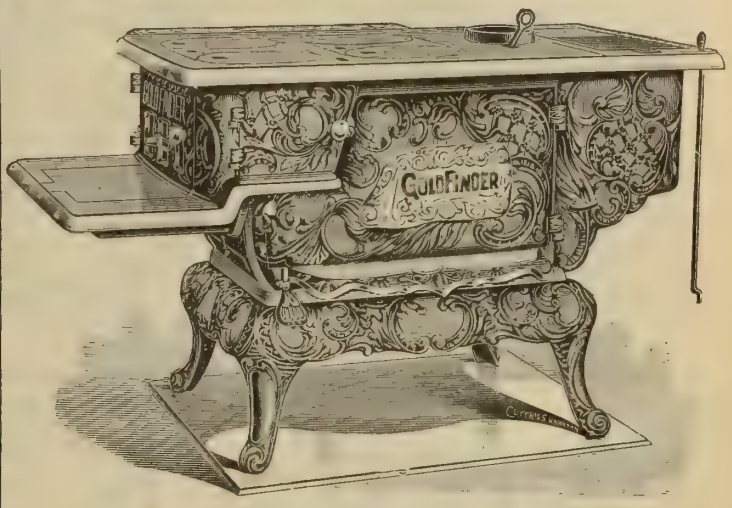
Rice Lewis & Son

LIMITED

TORONTO

TRADE MARK

Spring Stoves



GOLD FINDER, Steel Oven.

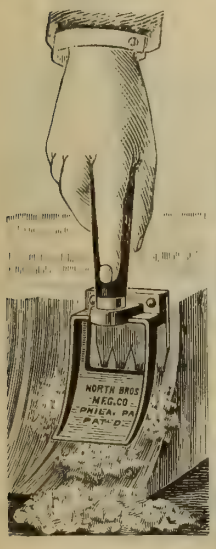
This wood cook met with tremendous success last year—couldn't supply the demand. It's a seller. If you want the popular medium priced wood cook of the year have the line of Gold Finder on your floor. Four sizes, 8-20, 9-20, 8-22, 9-22, square and with reservoir. Burn 22 in. and 24 in. wood.

Copp Bros. & Co., Hamilton, Ont.

Limited

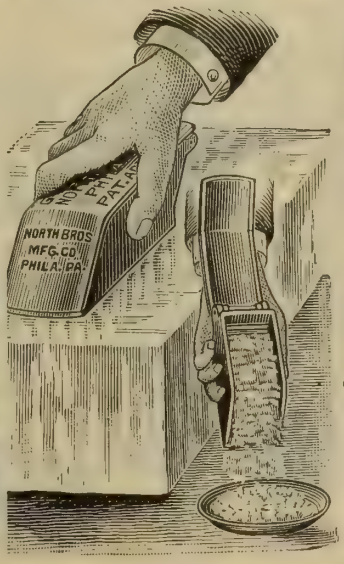
Toronto Branch - 81 Queen St. W.

SUMMER SPECIALTIES



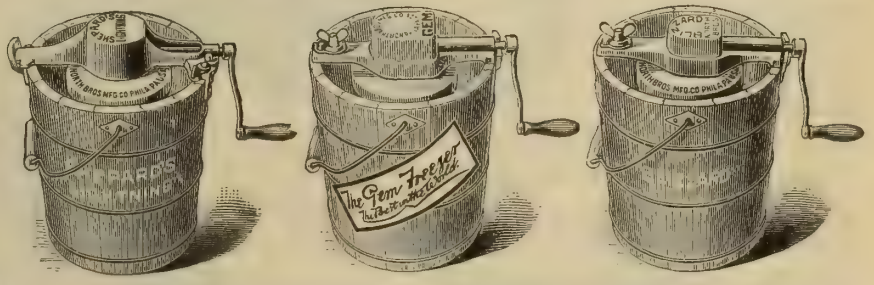
"CROWN" ICE CHOPPER

To chip ice in small pieces for use in ice cream freezers.



"GEM" ICE SHAVE

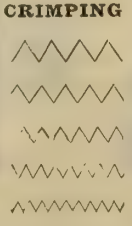
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

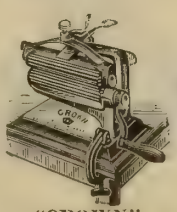


ICE CREAM FREEZERS

THAT SELL AND GIVE SATISFACTION.

CRIMPING





"CROWN" 4½-6-8 in.

"KNOX" 4½-6-8 in.

"AMERICAN" 5-6-7 in.

FLUTING

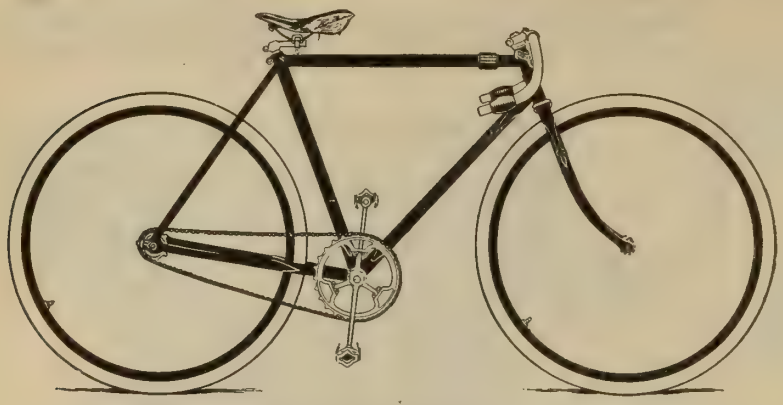
SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by...

NORTH BROS. MFG. CO., PHILADELPHIA, PA.



RAMBLER BICYCLES.

BERTRAM, WILSON & CO.

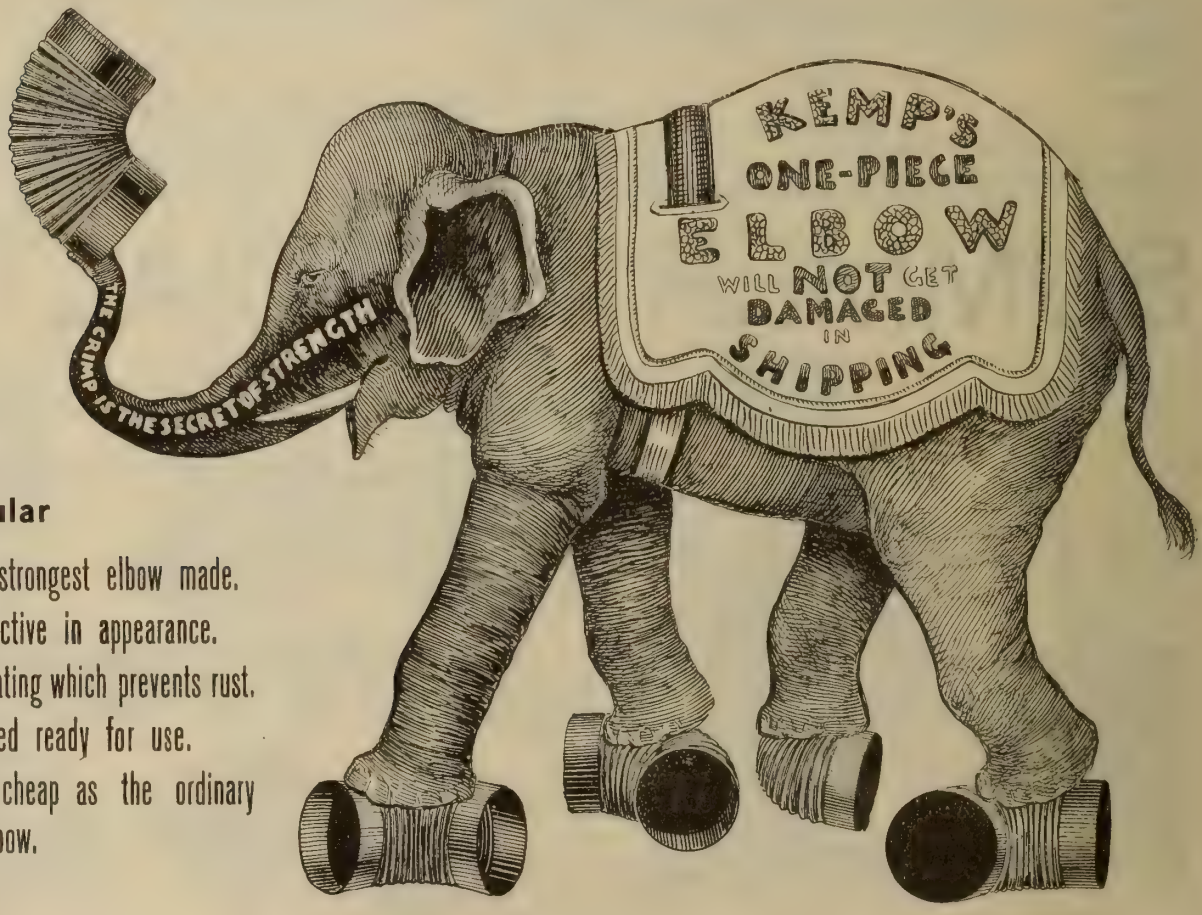
IRON, STEEL, HEAVY HARDWARE.
LUMBERING, MINING AND RAILROADING SUPPLIES.
PICKS, SHOVELS, SPADES, AXES, SAWS AND FILES.

Agents for
Gormully & Jeffery Mfg. Co, CHICAGO.
...Rambler Bicycles.

53 YONGE ST.
161 YONGE ST.

Kemp's Standard One-Piece Elbows

IN TWO QUALITIES—Nos. 1 and 2.
Made of extra quality Smooth Steel.



THIS ELBOW

is Popular

Because it is the strongest elbow made.
Because it is attractive in appearance.
Because it has a coating which prevents rust.
Because it is riveted ready for use.
Because it is as cheap as the ordinary pieced elbow.

The improved process of manufacture produces a short turn, therefore, less material is used, and, consequently, less weight per dozen, **which results in a great reduction in freight, and a reduced cost to the buyer.**

KEMP MANUFACTURING CO., - TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, MAY 28, 1898 No. 22

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

BRITISH IRON EXPORTS TO CANADA

BRITISH exports of hardware, iron and steel to Canada during April were as follows: Hardware, £2,694; cutlery, £3,605; pig iron, £986; bar, angle, bolt and rod iron, £253; railroad iron, £3; hoops, sheets, boiler and armor plates, £259; galvanized sheets £631; tin plates and sheets, £1,570; cast and wrought iron, £448; steel, unwrought, £290. No machinery of any kind was exported to this country during April.

The quantity of iron and steel exported to all countries in April was 282,046 tons, which sold for £1,903,462, as compared with 331,038 tons and £2,170,121 in April, 1897.

We are now at the end of May, but the Canadian trade returns for April have not yet been issued. Comment is unnecessary.

A report just issued by the Dominion Government, based on British returns, shows the exports of hardware, iron, steel, etc., to British North America during the first three months of 1896, 1897 and 1898 to be as follows :

	1896.	1897.	1898
Hardware and cutlery.	$ 79,434	$ 58,488	$ 73,667
Pig iron	18,401	2,214	12,366
Bar angle, bolt and rod	14,926	14,751	11,120
Railroad iron	9,553	18,722	33,687
Hoops, sheet, boiler and armor plates	15,812	30,714	17,778
Galvanized sheets	25,954	28,426	22,138
Tin plates and sheets	151,519	299,504	124 338
Cast and wrought iron and other manufactures of iron and steel	46,555	34,086	29,847
Steel, unwrought	85,429	49,810	77,550
Pig lead	13,967	10 074	13,155
Tin unwrought	17,866	26 494	16,917

COMPUTING SCALES IN CANADA.

There are computing scales and computing scales, and the authorities have found it necessary in order that the public may be protected against fraud, to so far only allow the makes of a couple of firms to come into Canada.

Although only two manufacturers are permitted to prospect the Canadian market, these two are such bitter rivals that each is said to be bringing charges against the other to the effect that its opponent's scales are being brought into the country at an undervaluation.

The Customs Department will, probably, be called upon to "weigh in the balance" the scales of both firms and determine which is found wanting.

GLADSTONE AS AN EXAMPLE.

THERE can be extracted from the lives of all great men something which shall stimulate and encourage the energies of the young men of to-day and to-morrow. Gladstone's life in the political arena may not appeal to all. Indeed, we know that it does not. And as long as men think differently on matters appertaining to politics, it cannot.

But Gladstone's brilliant intellect, scholarly attainments, and moral excellencies are qualities which we can all at least essay to emulate.

However we may view him politically, as a man he was great. And he was great, not because he came of an intellectual family, but because he made the best of his opportunities.

The moments he guarded zealously. Busy as his life was in the political arena, the amount of work he accomplished in the literary field was prodigious, and this work to him was not labor; it was recreation.

His work in the ordinary sense was in the political field. His literary work and his studies were, in addition to tree-felling, his recreations.

Recreation is necessary to every man. Even the man who neither toils nor spins needs it. He can find it in work. But the man who busily toils and spins from day o1 day needs it more. At any rate, he is entitled to it more.

Recreation and rest are synonymous terms. They do not imply doing nothing. That is laziness. And laziness is good for neither man nor beast. They imply change; change from the worry of the every day

avocation—from business or whatsoever else it may be. And this change can be found just as readily in some intellectual pastime as in lolling round a billard-room, a bar-room or a ball-room.

A man can, if he will, find mental as well as physical improvement in his recreations, Gladstone did. And his name is great to-day because he did.

There is in the commercial world room enough and to spare for men of brains, push and industry. And the young men of to-day who would be the successful men of to-morrow are those who shall make their recreations of a character that shall tend to fortify and not to weaken them for the battle of life.

As a politician Gladstone may not be an example; but as a man who treasured up and made good use of the golden moments he is a shining example.

SHARP ADVANCE IN HEMP.

DURING each of the past few weeks HARDWARE AND METAL has had to announce gradual advances in the price of rope. The advances during the past week, however, have been the most extraordinary of all.

Twice since HARDWARE AND METAL last went to press have quotations been marked up on both sisal and manilla.

In manilla, the first advance was 1c. per lb., and in sisal, ¾c. per lb. Then followed, a few days later, an appreciation of ½c. per lb. in both kinds.

Wholesalers' base quotations to-day are now 9¾c. per lb. for sisal and 11c. for manilla. A month ago the figures were 7¾ and 8½c. respectively.

Compared with the lowest point touched on April 23, 1897, present quotations are 5c. per lb. higher on sisal, and 5¾c. higher on manilla.

It is worthy of note that the advances are being made simultaneously by the manufacturers in both Canada and the United States. The chief factor in the advancing market is, of course, the blockade of the Phillipine Islands.

The total exports of hemp from Manila last year were 825,028 bales. Of this 385,182 bales went to Great Britain and 417,473 to the United States. The total exports of hemp from the Phillipines for the 10 years ending 1897 were 6,528,965 bales (914,055 tons), and 41 per cent. of this went to the United States.

Mail advices from London, England, under date of May 16, referring to the market for manilla rope, said: "The market has been exceedingly strong throughout the whole week, and prices have advanced rapidly, until at the close they represent a rise of over seventy shillings per ton, and the market is in a state of excitement such as may easily lead to a further advance in prices. This is entirely the outcome of the blockade at Manila, and the possible stoppage of supplies for an indefinite period."

A SOLDIER AS A SALESMAN.

It is said that one of the Canadian military contingent, which started for the Yukon the other day, carried, in addition to his own arms and accoutrements, samples for a Montreal wholesale house.

In opening up new countries it is usually first the soldier, and then the salesman; but this is an instance where the soldier and the salesman are combined in one and the same man.

This is something unique in history.

As a result of the recent fire in Sutton, Que., the council of that place has passed a by-law prohibiting the use of shingles on buildings within the muncipality. This ought to be a good thing for the manufacturers of metallic roofing material.

A USEFUL PRICE LIST.

The price list for 1898, prepared by the Montreal Rolling Mills Co., is replete with information of interest to the hardware dealer. The information, too, is not only that referring to the goods manufactured by this company, but is full of tables and diagrams of size, weight, etc., of nails, bar iron, wire, pipe, etc.; the classification of iron manufactures, according to the Canadian railways' joint freight schedule; the calibre and weight of white lead, etc. The finishing touch, to make this one of the most useful of price lists, is given in the shape of a half-dozen pages ruled for any notes the recipient of one of these books desires to keep before him.

INCONSISTENT ST. JOHN MEN.

THE New Brunswick Tourist Association, of St. John, N.B., has issued a 16-page folder, describing the attractiveness of St. John in particular and New Brunswick in general, as resorts for summer tourists. The folder is neatly printed, well illustrated, and does well what it is designed to do.

But, while the folder is all right, there is one little thing about it which rather reflects on the consistency of the New Brunswick Tourist Association.

For some years the business people of St. John have been actively engaged in increasing the efficiency of their harbor for winter navigation, and disseminating information by means of the newspapers and members of the board of trade who have toured the country for the purpose.

And the particular text from which both the newspapers and the speakers discoursed was loyalty to a Canadian winter port. "Why should you," they said in effect to the shippers and importers of the country, "export and import your goods during the winter months by Portland, Boston or New York when St. John affords you all the facilities."

But the principle should apply to other things as well as to the winter port: If the people of St. John expect the commercial interests of Canada to patronize their port the latter may naturally expect the former to patronize home industries as far as possible. What is sauce for the goose is sauce for the gander.

This does not, however, appear to be the doctrine of at least the tourist association, for to get its printing done it goes to an office in a United States city, when it could, no doubt, be done just as well in St. John.

This may be a little matter, but it is large enough to warrant attention. HARDWARE AND METAL has the cause of St. John's winter port at heart—in fact, all Canadian ports for that matter—but it does not like to see inconsistencies flourish which may tend to estrange the sympathy of the commercial interests of this country with that port.

Doubtless, the inconsistency is more the result of carelessness than design. But it is this carelessness which has led to many Canadian industries being allowed to languish while aid was lent to the building up of foreign industries.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

ACTIVE IRON TRADE.

THE iron and steel industry was never more active, and has rarely been more confident of the future. The production of pig iron exceeds all precedents, but the Western Association reports a decrease in stocks, and the price of Bessemer has advanced. Some other varieties of pig are firmer, and so are some forms of bars and sheets, but billets are a little weaker. Large foreign contracts are reported ; one is 6,000 tons of armor for the British navy, taken by rolling mills in the interior, and another smaller order for armor is mentioned. Forty-eight locomotives for export have been contracted for, and all but five of these are for various roads in Japan.—N. Y. Journal of Commerce, May 23.

UNITED STATES TIN PLATES.

Were it not for the war, it is confidently believed that the tin plate market would be in a very strong position. As it is, spot plates command a premium of fully ten cents a box over deliveries for the last quarter of the year. Canning establishments propose to pack all the material they can secure, and the consumption of canning plates will be unusually large. To offset this is a lessened call for plates from other consumers. The Government is a good buyer of canned goods, and altogether the outlook, for the present at least, is improved. There has been quite a scarcity of bars, and this has helped to strengthen the mill position. Quotations are $2.80 for spot, June and July, and $2.70 for last quarter.

In the west it is a waiting market and buyers are very slow to enter into any new engagements, and little mills are not anxious sellers because most of them are well supplied with orders through to September 1, and, while all of them seem to believe there will be a general scramble for business for delivery over the last quarter, there is not much cutting of prices—as yet. Spot plates are very firm, and during past week $2.80 for 100-lb. plates has been paid f.o.b. mill, for May and June delivery. The demand for spot, June and July has been so small that prices have advanced less than would have been expected from the well-sold condition of all mills.

The quotations on 100-lb. range from $2.80 for spot to lower figures for later deliveries, f.o.b. mill. — Tin and Terne, May 19.

CHOKED WITH STEEL ORDERS.

While steel manufacturers in France are quite choked with orders for building sections, the rollers of iron shapes are so bare of work that their agents are obliged to scout round to secure business. It has been long foreseen that steel would ultimately entirely supersede iron for structural purposes, but ironmasters were hardly prepared for this sudden change. The exhibition authorities who have specified steel are now blamed for not allowing a portion, at least, of the material to be supplied in iron. One inevitable result of this partiality for the newer metal is that considerable delays will take place in giving delivery.

BRITISH TIN PLATE TRADE.

The market for tin plates continues dull, owing to the disturbing elements which continue to make themselves felt. The unsettled state of affairs as regards labor hampers makers in their quotations, and many of them refuse to quote at all while the present condition of affairs continues to exist. Buyers also, owing to the lack of inquiry, do not find themselves prepared to negotiate bargains, and the consequence is that business is restricted to a minimum. The board of trade returns for last month show how our export business is dwindling away, and it is strange that something cannot be done to find fresh markets when others are being lost.—Iron and Steel Trades Journal, May 14.

SCOTCH PIG IRON MARKET.

The Scotch pig iron market opened fairly strong and active, and a fair business was done at a slight advance, says a British paper of May 14. The reported probable imposition of an increased tax on Spanish iron ore exports, and the damping down of furnaces at the Glengarnock works, had a strengthening effect upon the market, which was strong and active on "bears" covering and fair outside support. The turnover has been much larger than usual, and the tone throughout the week has been very firm. Buying continued good up the close, and sellers, in consequence, are shy, and prices are, therefore, firmly upheld.

BRITISH IRON AND STEEL TRADE.

The position of the iron, steel, and allied trades is gradually improving as regards values, although our exports can hardly be called satisfactory. Prices all round show a hardening tendency, and the demand for both raw and finished material during the past week has briskened considerably. In the annual report of the Wolverhampton Chamber of Commerce, just issued, reference is made to the fact that since losing almost the whole of the American trade, Welsh makers naturally turned their attention to the manufacture of sheet iron, and this competition has affected very adversely the sheet trade of South Staffordshire.—Iron and Steel Trades Journal.

NEW YORK MARKETS.

MAY 25, 1898.

PIG TIN—Prices moved up to about 14.75 to 14.80c. cash, for round lots, free on board cars, and the market was strong, under continuation of favorable local influences that prevailed last week, and higher London quotations. The latter showed about 7s. 6d. advance on both prompt and future deliveries, and quoted quite extensive transactions also in both spot and forward deliveries. Here, business was affected at 14.75 to 14.80c. f.o.b. for lots of five tons and over, spot or near future delivery, and business on a smaller scale went through at prices a fraction higher, or closely up to 15c. on 30 days' time.

COPPER—The market remains quite firm, with prices holding on the basis of 12c. for Lake Superior ignot, 11¾ to 11⅞c. for electrolytic wire bars, etc., and 11½ to 11¾c. for ordinary casting stock. Export movement is somewhat freer, and deliveries for home consumption are still on a liberal scale, that offsets the natural bearing of heavy American production.

PIG LEAD—A slow sort of business is still to be reported. Orders involving lots of more than three to five carloads are the exception and small orders are not particularly numerous. Prices are rather soft, however, at 3.60 to 3.65c. for common domestic.

SPELTER—The market remains steady, with prices on the basis of 4.20 to 4.25c., delivered here, and business of fair amount passing, chiefly in hand-to-mouth way.

ANTIMONY—There is still a scarcity of ordinary regulus here and in the foreign markets, and prices remain firm at 8¾ to 9½c. according to brand and quantity.

TIN PLATE—The movement of American plates is very fair, and new business that takes place is at former prices. Foreign plates are also steady in price, but rather dull.

IRON AND STEEL—Business of very fair volume is being effected in crude materials, chiefly at former prices, and there is quite a good business in manufactured goods of the more staple variety.

A Cape Breton paper says : "It is stated that The Dominion Coal Co. has made a contract with The Ferrona Iron Works people to deliver 80,000 tons of washed slack during the present year. The coal has been tested at Ferrona, and has been found to give great satisfaction.

HOW A HARDWARE STORE WILL ADVERTISE ITSELF.

IF the service in a hardware store is what it should be, and the store itself is what it should be, that store will do a large amount of advertising for itself, says Iron Age. People soon learn which store is the neatest and the lightest, which set of clerks are the most courteous and accommodating, and which firm are the most reliable. No amount of outside advertising will permanently hold trade for a poor stock, grumpy clerks or a dark, untidy store. Most people have tongues, and most tongues, at some time or other, will express the owners' ideas of the various merchants and the merchants' various methods.

THE BEST, THE CHEAPEST.

Clerks should be paid what they are worth. Some clerks will learn to be worth more in six months than others will in six years. The clerk that is worth the most is, nearly always, the cheap clerk to hire. The clerk at $12 or $15 a week, who knows the stock, knows its good points, knows how to handle customers and knows how to live at peace with his fellow clerks, will earn more money, above the expense of keeping him, than will the greenhorn at $3 or $4. The good salesman, besides being familiar with his merchandise, must be a good judge of human nature. The good salesman and the poor one are both known throughout a merchant's list of patrons—known with opposite degrees of advertising effectiveness.

EXERCISING TACT.

In selling goods, it does not pay to use too much argument. People often want a little time to deliberate over their purchases. The chances of many good sales have been ruined by too much talk at such times. The purchaser should be led rather than driven. Many people are offended if they feel that the salesman is dictating to them. The other extreme, that of not saying enough, should also be guarded against. This, however, is not so grave a fault as the "talk too much" habit; it's more easily overcome, too. When disputes arise between salesman and patron, loss of temper is very dangerous. It gives the store a bad reputation, which is a very bad advertisement. Besides this, it often results in the loss of many dollars' worth of trade from the person whose feelings were injured in the dispute. Both proprietors and clerks often have to endure a great deal of imposition in order to settle such disputes amicably, but there are very few instances wherein it does not pay to do it. The firm soon attain the name of being upright and honorable in their dealings. This is an excellent advertisement.

DISCRIMINATION.

Imposters should be politely but firmly dealt with. No one rule can be followed in dealing with such people; there are too many different species of them. There is a great difference, however, between the imposter and the honest patron who has, or thinks he has, a grievance. This fact should never be forgotten.

READ TO KNOW.

Salesmen should keep themselves well posted. The trade papers should be as carefully read by them as by the employer. It's to their own interest to keep posted. Their services will be more valuable if a certain amount of time each week is spent in such study. This time need not necessarily be taken during business hours. There are very few employers who are not willing to allow the clerks the privilege of taking the papers home for reading. Another point upon which they should be thoroughly posted is the outside advertising. They should always know what goods are being advertised and the prices that are quoted. This often prevents contradictory statements and other errors in the store. When clerks are familiar with these points in the advertising they can display the advertised goods in various ways about the store. In this way the goods will do much supplementary advertising for themselves. Many times people who have read the advertisement in the papers will go into the store for some other article than the one advertised. Upon seeing the advertised article displayed in the store the newspaper advertisement will be recalled and a sale will result. Were the article not displayed the sale would be lost.

A GOOD INVESTMENT.

Good goods will advertise themselves, or rather the people who purchase them will advertise them. It was not so very long ago that a hardware merchant was selling a young couple a kitchen outfit. The merchant usually carried in stock wire potato mashers of three prices, but he found, upon looking, that the medium priced ones were entirely sold out. The purchasers did not wish to pay for the highest priced grade, and the merchant endeavored to sell them one of the cheaper mashers, saying that if it was not satisfactory in every way he would replace it with one of the better grade as soon as he received them from the wholesaler. In spite of this assurance the young people did not wish to risk buying the cheaper article. They thought that the wires were so light that they would break very easily. Noting their hesitation, the merchant made them a present of the article, with the request that they should send for another at his expense as soon as this one broke.

SATISFACTORY RETURNS.

A week passed, and no order came for a new masher. During the second week there were several calls for this cheaper grade, and at the end of the third week an order was placed for more of them, as the stock was nearly exhausted. Not a word had been said of these in any of the firm's advertising. About a month had elapsed after the first visit of the couple to the store, when the young man went in to purchase some small article. As he left the store, the merchant asked him how the potato masher did its work. "Oh, say," was the answer, "I came near forgetting that, but it works fine. My wife had a few of her friends into dinner the other day, and they asked her how she mashed those potatoes. She told them about it, and showed them the masher. She likes it very much, and it isn't broken yet, either." As the door closed behind the outgoing customer, the merchant was heard to say: "I thought so." This is only one example of how reliable goods and reasonable prices will advertise themselves. The merchant afterward advertised the article in the papers with very satisfactory results.

AN ILLUSTRATION.

A very similar circumstance occurred about two years ago. A well to do farmer complained to a hardware merchant that he couldn't sharpen his razor so that it would do half way decent work. The merchant recommended the use of a preparation to apply to the strop. The farmer thought the preparation worthless, and hesitated a long time before he would risk 15c. to try it. At last the patron took the package, after the merchant had agreed to refund the money in case the preparation did not remedy the difficulty. About two weeks later the farmer entered the store, and said he was very much pleased with the results he had obtained. The sale of four or five more packages of the article could be directly traced to this one, and in several instances the person inquiring for it said that it had been recommended to him by the party who first purchased it. One hearty farmer caused a ripple of amusement when he said: "I want some of that stuff you grease your

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO
Limited
HAMILTON, ONT.

razor strop with. Jake says it'll put an edge on a razor to beat the devil."

From these facts it will be plainly seen that to be a successful advertiser in the hardware business one must handle reliable goods, he must have a neat store, good salesmen and good buyers.

U.S. IRON TRADE WITH CANADA.

The Montreal correspondent of Iron and Steel says in a recent issue: "This market is growing rapidly in favor of American goods, and is a much better field than that of Mexico and South America, as Canadian industries are more permanently established and on a better financial basis. The demand for iron working machinery is ten times that of Mexico and Venezuela combined. American hardware, wire goods, bicycles, farm tools, the metals, are in popular favor, and with a little more push shown in a stronger spirit of reciprocity American manufacturers could double their trade with Canada within two years. Why go to Australia, Africa, or even Germany or Russia for orders while Canadian consumers are left to buy goods with an indifference, frequently large orders going to the Mother Country simply because they are not closely looked after by the manufacturers of the United States?"

After reproducing from HARDWARE AND METAL an article dealing with this question, the writer concludes:

"The Canadian markets are close to your factories, and ample railroad facilities provide prompt shipments and cheap freights, compared with those of the Latin-American republics. Canada offers vast trade opportunities to manufacturers of iron and steel products, who feel disposed to show the most enterprise and the greatest desire to supply this market."

GLASS WHICH STOPS HEAT.

According to Invention, of London, Germany has a method of producing glass which will transmit light freely, but not heat. A plate of the material 4-10 in. thick, containing 28 per cent. of iron in the form described as ferrous chloride, allowed only 4.06 per cent. of radiant heat to pass through it, while another plate of equal thickness, and containing quite as much iron in the shape of ferric chloride, permitted 11.2 per cent. to pass. The chemical distinction is very small, but the effect is said to be marked. A thinner slab of this glass allowed less than 1 per cent. of the heat of gas flames to pass, although transmitting 12 per cent. of heat from sunlight. Ordinary window glass, on the other hand, lets some 86 per cent. of the heat through.

EARLY RISING.

The following calculation is interesting: Suppose one boy, aged ten years, determines to rise at five o'clock all the year round.

Another at the same age, indolent and fond of ease, rises at eight, or an average of eight, every morning.

If they both live to be seventy years old, the one will have gained over the other, during the intervening period of sixty years, 65,745 hours, which is equal to 2,739¾ days, or just seven and a half years. If a similar calculation were applied to the whole country, how many millions of years of individual usefulness would it prove to be lost to society?

PATENT REPORT.

Marion & Marion, solicitors of patents and experts, New York Life Building, Montreal, furnish us with the following list of patents recently granted to their clients: 59,947, Daniel A. McKay, South Bar, N.S., car coupler; 59,980, P. Parkinson, Roland, Man., vehicle seat; 59,992, Fortier & Morin, Montreal, compound; 60,006, C. V. Wood, Port Philip, clothes pounder; 60,014, E. Hornanout, Montreal, sewing machine.

"The profit is worth having."

et the profit.

Goodrich-Resflex tires have real profit for the retailer.

The sale of a pair doesn't mean the expense of free repairs afterward.

You aren't being "run down" by dissatisfied customers.

They give you a profit and a good name—they make your business prosper.

You can sell 'em yet, if you'll only write us now.

TRADE MARK

The Goodrich-Resflex is the best of the Goodrich-made Tires.

American Tire Company, Limited
164a King Street West, Toronto.

"Gilbertson's" Tinplates

Brands

"GILBERTSON'S," "PARSONS," "PONTERDAWE,"
"LINCOLN," "COMET," "REGINA," "GWYNED."

All are made of BEST SIEMEN'S STEEL, and enjoy a great reputation for **softness, ductility** and **deep stamping qualities.** Are EXTRA WELL COATED with Tin, and are best for Canners of Meat, Fruit, Fish, etc.

"Gilbertson's" Terneplates

"REGINA" brand.

"Gilbertson's" Galvanized Sheets

"COMET" brand.

Patent Flattened, True to Gauge, Superior in Quality and Finish.

—ALSO—

Imitation Russia Sheets and Best Siemen's Steel Sheets.

ALEXANDER GIBB

Agent . . . 22 St. John St., Montreal.

THE BUSINESS WINDOWS.

THERE is sometimes a good deal in a window, whichever way you look at it. The owner of one in Washington, which commanded a fine view of the inauguration procession, got $1,000 for a few hours' use of it on March 4. A "typewritress" (I used that word because it was not the machine, but the operator of it) got just half that sum for the use of her window that day, and was about as happy as if the new president had given her an office. But these are windows that look out, or that have their value in their command of a picturesque view. It is only in one city, and once in four years, however, that windows, can be made profitable in this way. To the merchant or storekeeper, the telescope must be brought to the front, and goods shown that are out of the line of actual necessities, that they must be attractively flaunted to be known or thought of. In oriental and warm countries this is so well understood that the whole front of the store itself is taken away, or the fancy bazaar comes out on the sidewalk. Little stocks of goods of a considerable variety are kept entirely out of doors, and in the almost uncarriaged or untramwayed streets in many towns and countries—notably in Central America. So that the world over, that human nature is a good deal alike. A pretty or attractive thing dangled before our eyes captivates and captures us ; though, if it had not been for the window or the open-air proximity and view, we should have gone along without it.

Benjamin Franklin said we ought not to buy a thing we can get along without, because it is cheap ; but that depends on several things, and is not a concern of the merchants. Sometimes we ought to. The maxim has always been more or less scouted, or disbelieved in. I confess that I scout and disregard it very often. Only a few years ago—although it was then mid-March, I bought four garments which could only be used in the winter, because I could buy them for 75 per cent. off. I could have got along until December next without them ; but it was justifiable sense and economy to buy them when and as I did. This bargain came about because the goods were put in the show-window and marked with the reduced price. And this is one of the things a show window is for. I am constantly watching windows of this sort, and have found my account in it. They show us too, some things that we can use and enjoy that we may never have used before. And this is a gain to good living and civilization. It's not the merchant's business to tell us we cannot afford his lures, for there are some who can. It's his business to put them out. The ethics of the buyer are quite another thing. Business windows probably never made a spendthrift. But they can and do make trade. Nothing is more important than to have them well dressed, so as to proffer their sorcery and advantage to every one who passes.—Fame.

CHARGE OF THE BARGAIN BRIGADE

From Puck.

"Bargain sale ! Bargain sale !"
Newspapers thundered,
Up to the Palace of Trade
Strode the Six Hundred.
"Forward ! Our fortune's made !
Charge on the clerks !" they said.
Into the Palace of Trade
Rushed the Six Hundred.

"Goods sold for half their worth,"
Was this a cause for mirth ?
Women who saw the sign
Not even wondered.
Theirs not to make reply,
Theirs not to reason why,
Theirs but to simply buy,
Buy in the Palace of Trade—
Thought the Six Hundred.

Bargains to right of them,
Bargains to left of them,
Front of them—back of them—
Volleyed and thundered.
What they bought none knew well,
Weak ones grew faint and fell,
Tho' dresses ripped, ker-r-r-rack !
Into the crush pell-mell
Dove the Six Hundred.

Boldly and well they fought ;
Then home their spoil brought
Each wife and daughter.
Let this be their defence,
All saved at least ten cents—
Some saved a quarter.

AGAIN SHIPPING FREIGHT.

The Owen Sound Times says : "A little more than a decade ago, scarcely a steamer of the old Lake Superior and Georgian Bay lines went up without having a consignment for North Shore Lake Superior ports. In latter years, however, the trade fell off, owing to the fact that the C.P.R. steamships would not carry trade. With the advent of the Black and White Lake Superior lines, the cattle trade of this port was commenced again, and on Saturday night the ss. Majestic took up several head consigned to Port Arthur."

THE PROPER CLASSIFICATION.

"See here !" exclaimed the Customs house official, as he held up a half-dozen black bottles, "I thought you said this trunk contained nothing but wearing apparel ?"

"That's what I said," answered the tourist.

"Well, what do you call these ?" asked the official.

"Night-caps," was the calm reply.

Emery and Hardware Specialties

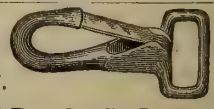
Hamilton, Ont. COOKE HARDWARE CO.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods

THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

Covert Mfg. Co.



West Troy, N.Y.

DERBY SNAP Canadian Patent, April 3 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for : Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates ; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets Norway Iron and Steel, Wheelbarrows, etc,

TAKE YOUR PICK

You are the buyer. If you are not already a customer, we ask you to give us an opportunity to compete for your trade in . . . .

Wooden Handles
..and..
Turned Goods

including **AXE, FORK, RAKE, SHOVEL, HOE, HAMMER,** etc., etc.

Our handles are thoroughly seasoned, finished perfectly, and second to none.

Write for Price Lists and Discounts.

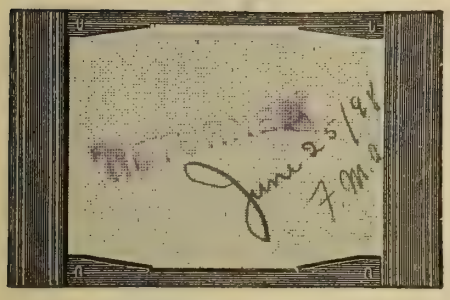
Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD
Tilbury, Ont.

H. S. HOWLAND, SONS & CO.

WHOLESALE MERCHANTS

37 Front Street West TORONTO



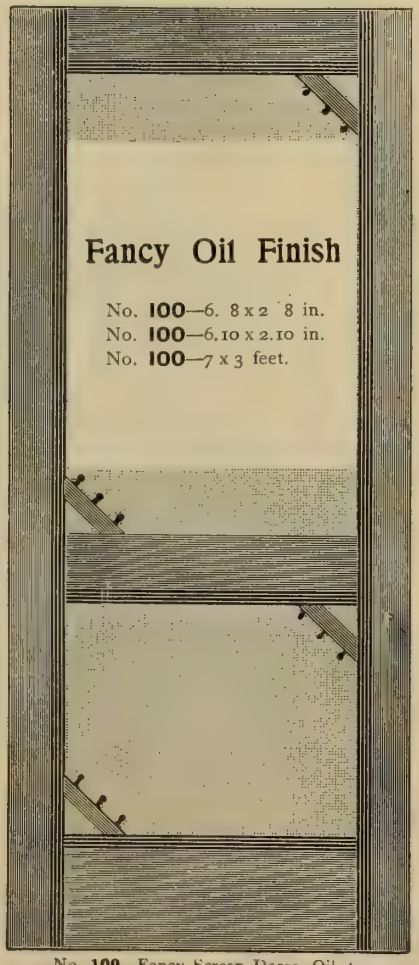
No. **68**—15 in. High, extends 25 to 32 in

Window Screens and Doors . .

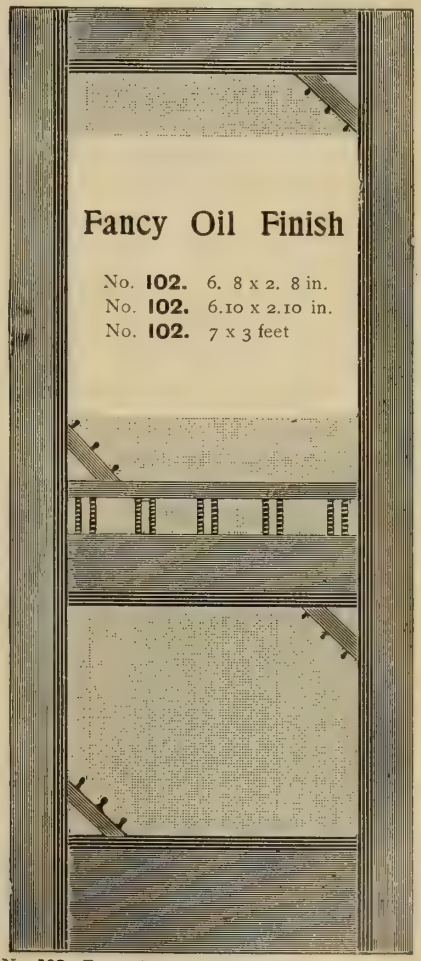
Perfection Screens.

No. **2**—18 in. High, extends 20 to 33 in.
No. **3**—18 in. High, extends 24 to 40 in.
No. **4**—24 in. High, extends 24 to 40 in.

3 Panel



No. **100**—Fancy Screen Doors, Oiled.



No. **102**—Fancy Screen Doors, Oiled, with Spindles.

Samson's Steel Green Wire Cloth.

In Rolls 163⅓ Yards. 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 42 inches wide.

Orders Shipped Promptly.

H. S. Howland, Sons & Co., Toronto

Our Prices Are Right.

GRAHAM Wire and Cut Nails are the Best.

BUSINESS LENIENCY.

THOSE who give credit ought to know that they injure both themselves and their debtors by undue leniency, writes E. S. Campbell in an exchange. Exact fulfilment of the contract is essential to the well being of both parties. The creditor is injured by delay, for it keeps him short of cash, and makes it necessary to pay more for interest, or it causes the loss of what could be made by discounting bills. He is also injured by the increased and constantly growing risk which delay brings, and further, by the certain and costly demoralization which follows as the consequence of all wrong methods. Business demoralization is nowhere more apparent than in connection with the cause.

The debtor is injured by the false feeling of restfulness and confidence which the leniency of his creditor engenders. By this leniency he is taught to rely upon using what really belongs to another, but which has been left in his hands through a mistaken desire to accommodate. He is wronged by the demoralization which comes to him through false training. Further, he is injured by the temptation which is thus presented to be slack in pressing his own collections. Leniency upon his part toward debtors increases his business losses.

Many instances are in mind where loans and discounts have been refused simply because the banker has perceived that the applicant, instead of borrowing money, should push his collections. In some instances the would-be borrower has subsequently expressed his gratitude for the refusal because the lesson thereby taught resulted in saving of money. I recall an instance of too easy loaning by a bank to a retail butcher, which resulted in the borrower deliberately permitting customers' bills to grow until they became so large that in many instances the temptation to default was too great to be resisted. The end was what might have been expected. The butcher lost heavily and finally failed. The bank lost its claim. It had loaned thousands were hundreds would have been a reasonable limit. Had it loaned only so much as was appropriate there would have been no failure upon the part of the butcher and no loss to the bank. A strong and firm adherence to contracts is essential to safety. Carrying leniency to extremes always means loss, and in many cases absolute ruin.

MEXICAN OXIDE.

It has been well said that success is assured to those who anticipate what the public need and, eventually, must have. Foreseeing the demand for a rich, bright paint for outside work, The Canada Paint Co. has introduced its Mexican oxide, and large sales have already been made. One order for the Northwest consisted of 400 gallons, put up in 5-gal. buckets. The Mexican oxide is an intensely strong pigment, of a rich, bright-red color, specially adapted for painting cottage roofs, bridges, and all surfaces requiring permanent protection, as well as a handsome appearance. It is sold dry or powdered; also in paste form, ground in linseed oil, and in liquid form, ready to apply.

BUSINESS CATECHISM.

Do you see the man?

I do see the man.

Who is the man?

He is a business man.

What is a business man?

He is a man who makes money by supplying the wants of people.

Does he always make money?

If he's a good business man he does.

How does he do it?

By advertising.

What's advertising?

It's the biggest thing on earth in a business.

Is it bigger than the business.

Yes, because the business couldn't live without it.

Is it bigger than the business man?

Yes, for it keeps him humping himself.

Very good; but what is this wonderful thing?

It is the everlasting and perpetual presenting of those who wish to buy a clear statement of what there is to sell.

Why must it be so everlasting and perpetual?

Because people's wants are that kind and the advertising must match the wants of those to whom it appeals.

Is there no let up?

Yes, when the people let up on wanting to buy.

But isn't it expensive?

Not at all.

My! Do they everlastingly and perpetually present, and charge nothing for it?

Oh, no! they charge, of course, but for every dollar paid out, from ten dollars to a thousand come back.

How is this advertising done?

There are ways and ways of doing it.

All good?

Yes, but some are better than others.

What is the best way.

The newspapers.

Why newspapers?

Because they go farther and hold on longer.

Why do they?

Their subscribers make them.

Do all business men advertise?

Those who know the most do.

But some are successful who do not?

Yes, just as there are some people saved from a wreck in which ninety-nine per cent. are killed. It's their luck, not their wisdom or their own efforts.—Fame.

THE CANADA PAINT COMPANY'S

"Amberite" Varnishes

ARE THE HIGHEST GRADE OF VARNISHES MADE.

Every package bears the Company's guarantee.

RAILWAY VARNISHES.

1 GALL. CANS FREE.

		PER IMP. GALL.
"Amberite"	Car Finishing	$7.00
"	Locomotive Finishing	6.00
"	Hard Rubbing	6.00
"	Inside Finishing	4.00

CARRIAGE VARNISHES.

"Amberite"	Wearing Body Varnish	7.00
"	One Coat Coach Body Varnish	6.00
"	Medium Finishing Varnish	6.00
"	Elastic Gearing Varnish	6.00
"	Medium Gearing Varnish	4.50
"	Pale Hard Rubbing Varnish	6.00
"	Medium Rubbing Varnish	4.50
"	Black Rubbing Varnish	5.00
"	Elastic Carriage Varnish	5.00
"	Medium Carriage Varnish	4.00
"	Carriage Body Primer	3.50
"	Japan Coach Gold Size	3.50

PIANO AND ORGAN VARNISHES.

IN BULK.

"Amberite"	Piano Finishing Varnish	6.70
"	Piano Polishing Varnish	6.20
"	Piano Flowing Varnish	5.20
"	Piano Rubbing Varnish	4.70
"	Organ Rubbing Varnish	2.70

DECORATORS' VARNISHES.

IN CANS AS ABOVE.

"Amberite"	Interior Finish	4.00
"	Exterior Finish	6.00
"	Pale Church Oak Varnish	3.00
"	Crystal Damar Varnish	3.20
"	Mastic Varnish	8.00
"	Transparent Shellac (for White Wood)	6.00

MISCELLANEOUS VARNISHES.

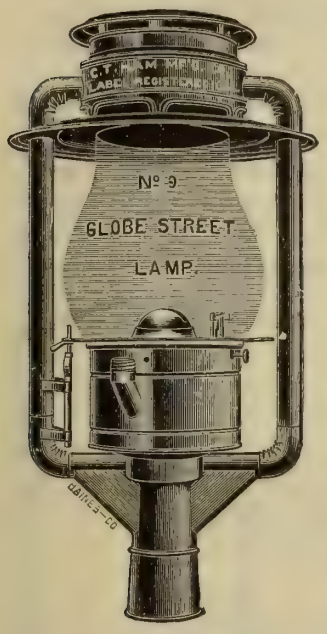
"Amberite"	Spar Varnish	5.00
"	Boat Varnish	4.00
"	Enamels, White and Tints.	6.00
"	Single Coat Surfacer	3.00
"	Lacquers for Brass and Silver	4.00
"	Bronzing Liquid.	3.00

SOLE MANUFACTURERS

CANADA PAINT COMPANY Limited

MONTREAL

Branches at Toronto and Victoria.

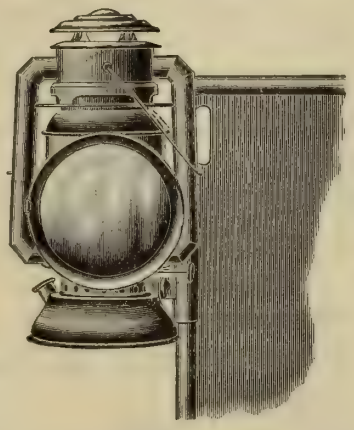


We guarantee every Street Lamp we make to give perfect satisfaction, and we know they have no equal. Automatic extinguisher. First-class for summer resorts—not affected by the wind.

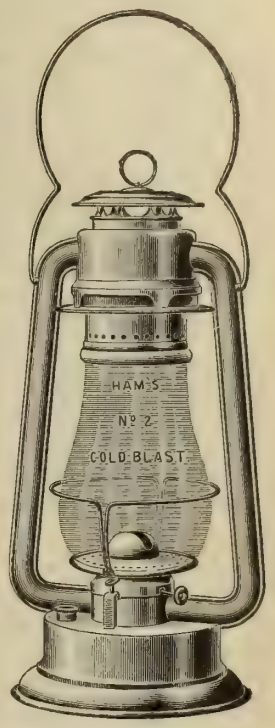
HAM'S
No. 18 Driving Lamp.

"THE DOCTOR'S FRIEND."

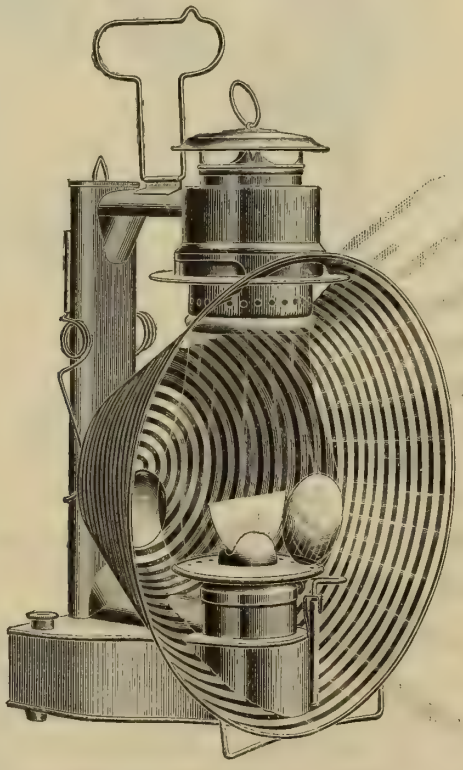
If you have never used Ham's Lanterns or seen them burn it will pay you to specify "Ham's" the next time you order. You will never be satisfied with any other make. Prices help make them so popular.



Showing Lamp in position on end of dash. Can be used on front of dash also, by means of spring on back of dash.



This is the **ONLY** original **COLD BLAST** lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities. A good lantern for use around windy places—a great seller.



"Slickest thing out." Takes No. O globe, ⅝ wick, locked burner. Most popular lantern made. Everybody likes it and you can't blame 'em.

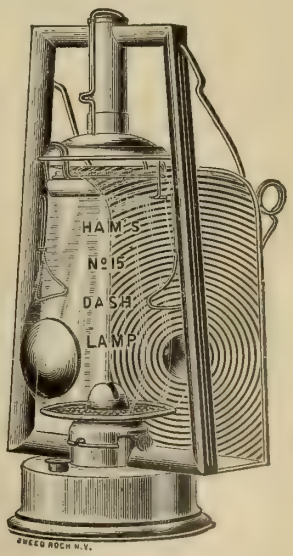
Ham's No. 20 Search Lamp.

Finished in blue japan finish with bullseye or plain globe, as desired. Specially adapted for use on lawns, picnic grounds or summer resorts. Gives a magnificent light and burns so steady in strongest winds.

We Sell to the Jobbing Trade Only.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.



A good combination lantern. Can be used as a common hand lantern or dash-board lamp. Finished in plain tin or blue japan, with plain or bullseye globe.

THE VALUE OF GOOD CREDIT.

By T. H. Green.

A GOOD credit is something worth striving for, and when attained the possessor may rightfully feel just pride in the fact that he possesses the confidence of those with whom he deals. A good credit standing properly used is an acquisition of unlimited value, but when abused it becomes one of the worst curses that can be entailed upon an individual.

It should not be inferred because one is is in good credit standing that he is entitled to unlimited credit, or that his honesty is called in question should the jobber or manufacturer place a limit on the amount he is willing the merchant should owe him. It must be borne in mind that honesty alone will not pay debts. One may be absolutely honest and not able to pay. The fact that he does not pay is not an evidence that he is dishonest. It will readily be seen that one's ability to pay must be taken into account, as well as his honesty.

To obtain and maintain a good credit, it is essential that the merchant, in addition to having capital, be it large or small, should be honest, capable and industrious, and should have a just appreciation of the rights of those of whom he seeks credit. If he possesses these qualities he will have no trouble in obtaining all the credit his business demands. There is danger, however, that he may be led thereby to overstep the bounds of prudence and load himself with debt for goods on his shelves in excess of the legitimate requirements of his business, which state of affairs is likely to lead to effort by sales on credit, often injudiciously extended, to relieve the pressure, or to establish branch stores for the same purpose, both of which means only add to the burden and usually lead to failure.

If credit is extended at all by the retail merchant, it should be upon distinct terms as to time of payment, and only to those who are known to be worthy of credit, and prompt payment at maturity should be insisted upon.

The retail merchant should pay his bills promptly at maturity, if he does not discount them. Otherwise the jobber of whom he buys on credit, is, in reality, the one who bears the burden of the unpaid accounts of those who have no claims upon him and in whom he has no interest. The jobber's rights are thus invaded and the credit of the merchant suffers.

It is very important to every retail merchant that he keep his business well in hand, the details properly looked after, the stock well insured, expenses carefully guarded, his debts within easy control, and his collections promptly looked after. Failure is not likely to come to those who appreciate the value of a good credit and who take the proper means of meriting and retaining it.

OUR OTTAWA CORRESPONDENCE.

Special to Hardware and Metal.

Ottawa, May 25.—The Postmaster-General has, in his new post office bill, increased the mileage to 25, within which newspapers will be delivered free. This will bear very unfairly on newspapers of Provincial or Dominion circulation, and is conceded so as to allow the local country press an undue advantage over the papers of Provincial circulation. It may be recalled that when free delivery was advocated, some years ago, the press association asked only for free delivery within the county where the paper was published, but the Postmaster-General, with a view to getting a little cheap popularity, gave the newspapers free delivery everywhere, without any restrictions. There is no justice or equity in delivering newspapers free within the charmed circle of 25 miles, when the superior newspapers, published for Provincial circulation at enormous cost, are mulcted in postage. All exemptions of postage should be wiped out, and newspapers, like any other commodity, should pay equitable postage.

There is a well-founded rumor that a Yukon railway bill is to be brought down. If so, the session will be extended late into June. At the present time, the House appears to be "marking time," little progress being made with public business.

A BUSY SILVER-PLATING FIRM.

Although this is usually a quiet season in the silver-plating trade, the Ontario Silver Co. is still busily employed. This company is situated at Humberstone, Ont., and makes everything in flatware and cutlery line, its products reaching every wholesaler in the Dominion. It makes a full line of celluloid handle cutlery, as well as all the cheaper lines. The number of hands employed at the factory is between 60 and 70.

THE RETURN OF THE PRODIGAL.

Jack Canuck (the stay-at-home), to Mr. Bull: I'm glad to see Jonathan coming back, but don't forget, father, that I'm rather partial to fatted calf myself.—The Toronto World.

NOVA SCOTIA BUSINESS ITEMS.

McClearn & Mackintosh, hardware merchants, Liverpool, have dissolved. Charles V. Mackintosh continues.

The Amherst Prospecting and Mining Co., Limited, of Amherst, have been granted incorporation.

Gilbert and Reginald Redden have started a foundry business at Windsor, under the style of Redden Bros.

The Airmotor Washing Machine Co. have registered copartnership—James W. Brownell, John Campbell and Hiram H. Brownell.

"FULL TIME"

Our work is done. It's now time for you to act. We have endeavored to enforce upon you for several months, facts regarding

White Mountain Freezers

and if we haven't convinced you that it will pay you to handle them, we surely must have convinced your neighboring competitors, for our sales have increased beyond any past record.

The dealer who doesn't sell **White Mountain Freezers** this season is hardly in the procession at all, for dealers the country over have purchased quantities of them, which indicates that the public demands them.

Why not give your customers what they want, and will have? Pocket the sure profit you can make, and rest assured that every freezer sold will up-build your reputation for selling only the best goods.

You can learn all about them from our agents.
Write to-day. Get fresh information and prices on these goods.

Sole Agents for the Dominion:

THE McCLARY MFG. CO.
London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. HOWLAND, SONS & CO.
TORONTO

MANUFACTURED ONLY BY

The White Mountain Freezer Co.,

Nashua, N.H.
U.S.A.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 27, 1898.

HARDWARE.

THE wholesale hardware market continues, on the whole, satisfactory, and business has retained its full volume. Tools of all sorts are in fair request, while plain wire, wire and cut nails and cutlery are all asked for. The strength in the hemp market continues, and cordage, therefore, is firmly held at another advance. In fact, values generally are strong, and in many lines have an upward tendency.

BARB WIRE—In fair demand, and steady, at $2 f.o.b. Montreal.

PLAIN WIRE—There has been a good demand for all sorts of plain wire, and discounts are unchanged at 40 per cent. on oiled and annealed and 35 per cent. on galvanized.

WIRE NAILS — In fair enquiry, while prices are unchanged at $1.90 f.o.b. Montreal.

CUT NAILS—These have been in fair request during the past week, and prices are unchanged at $1.85 f.o.b. Montreal, Toronto, Hamilton and London.

HORSE NAILS—Demand for the Acadia brand is the chief feature. Discounts on the standard makes are 50 per cent.

HORSESHOES — Quiet and unchanged. We quote : Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25 ; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50 ; toe-weight steel shoes, all forward, $5.50.

SCREWS—In fair demand and steady. Discounts are: Flat head bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—Fairly active and steady. Discounts are as follows : Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10 ; stove bolts, 70 and 5 ; tire, 75 per cent.

RIVETS AND BURRS — Continue quiet. Discounts : Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — Fairly active on the basis of 20c.

CLOTHES WRINGERS — A few orders for these are noted, Royal Canadian selling at $29.

FREEZERS—The same as last week.

HINGES—Enquiry for these continues fair and prices are steady.

GREEN WIRE CLOTH—In fair demand, and orders are for larger quantities this week.

SPADES AND SHOVELS—Continue in fair enquiry.

TOOLS—Demand for harvesting, carpenters', in fact, all tools has been quite active.

BUILDING PAPER—Quiet and unchanged.

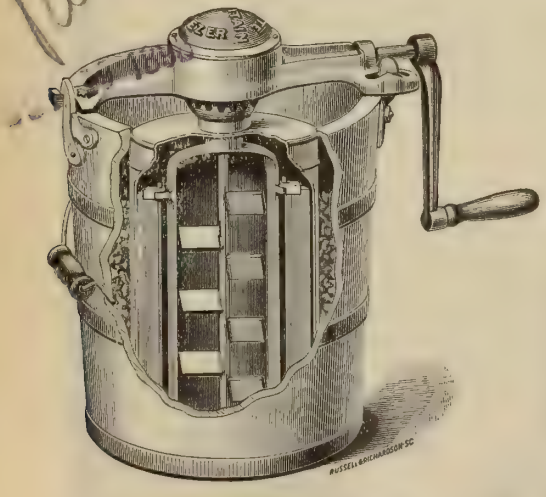
CUTLERY — There has been a good demand for cutlery.

SPORTING GOODS — In fair demand, especially ammunition.

WE SUPPLY EVERYTHING required for the Stove and Tinware Trades.

"White Mountain" Ice Cream Freezers

11 Sizes (1 to 25 qts.) with crank handle,
3 Sizes (15, 20 and 25 qts.) with fly-wheel.



Their Materials Are Right.

Their Principle Is Right.

Their Reputation Is Right.

They have the celebrated Duplex Dasher with self-adjusting wood scraping bar. All gearing covered.

Freezes Cream in Four Minutes

making it finer and smoother than any other freezer.

"MODEL" REFRIGERATOR SAVES ICE.

Seven sizes for domestic use.

Any size to order for hotel or store use.

Their System of Ventilation keeps Victuals Cold and Healthful.

Made of two walls of hardwood, between which is charcoal sheathing, and lined inside with zinc, makes the body four thicknesses of non-heat conducting materials.

Finished "Rich Antique," and trimmed with solid bronze locks and hinges.

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

VANDERGRIFT
APOLLO
IRON&STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

No buckling—flat.
No cracking—soft.
No breaking—malleable.
No squirming—uniform.
Every sheet guaranteed.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Firebricks and Clay
Ganister for Cupola Linings
Fire Sand
Drain Pipes and Connections
Contractors' Supplies.

F. HYDE & CO.

31 Wellington street, MONTREAL
Importers and Dealers.

Abbott & Co.

ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS.
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

SHOT—Stiff at the recent advance. We quote: Dropped, 6c.; chilled, 6½c., and buckshot, 7c. less 7½ per cent.

CORDAGE—The strong tendency of the market is marked, prices scoring another advance. We quote: Sisal, 7-16 and upward, 9c.; ⅜, 9¼c.; 5-16 and ¼, 9¾c., and 3-16, 10¼c.; manilla, 7-16, 10½c.; ⅜, 11c.; 5-16 and ¼, 11½c., and 3-16, 12c.; lath yarn, 7c.

BINDER TWINE—Active and firm. Pure manilla, 8¾ to 9c.; mixed, 8½c., and sisal, 8c.

CEMENT—Demand for cement has been quite brisk, and several lots have been moved. Prices are firm. We quote: English brands, $2.25 to $2.35; German, $2.30 to $2.45, and Belgian, $1.80 to $2 per bbl., ex wharf.

FIREBRICKS—Demand continues active and prices firm at $16 to $21 per 1,000, ex wharf.

METALS.

Heavy iron and metals are active, all lines being in good demand and prices generally are firmly held.

PIG IRON—The firm feeling is retained in pig iron and quite a quantity of material has been moving. We quote: No. 1 Hamilton, $15.50 to $16; No. 2, $15 to $15.50; Ferrona, $14.50 to $16; Siemens $14.50 to $16, and Summerlee and equal brands, $17 to $17.50, ex wharf.

BAR IRON—Strong and fairly active at $1.40 to $1.50.

BAND IRON—In fair demand at $1.75.

HOOP IRON—In good enquiry at $2.

SHEET IRON—Strong, in sympathy with foreign advices. We quote: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—In good enquiry. We quote: 12 gauge, $2.15 per 100 lbs.; 16 gauge, $2.30; 18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—There is a good demand for lead pipe at the rise. We quote: Composition waste 7½c., and lead pipe 7c., with discounts 25 per cent.

GALVANIZED IRON — Demand is active and prices firm. We quote: Queen's Head, No. 28, $4.10 to $4.25, and Comet, $3.75.

TINNED IRON — Quite firm with light stocks.

PIG LEAD—In good enquiry at last week's rise, $3.80 being the inside figure.

INGOT TIN — Stiff with a moderate demand at 16½c.

INGOT COPPER — Firmly held, at 13 to 13½c.

TINPLATES

It pays to buy brands that **you know** are good quality and well coated. Such are

"TRYM," "LYDBROOK,"
"ALLAWAYS" and
"DOMINION CROWN."

Ask your jobber for these brands.

A. C. LESLIE & CO.
Agents MONTREAL

Trace Chains...

Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.

For sale by all Jobbing Houses.

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON, ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Sheet Copper —Unchanged, at 16½c. for 14-oz., and 15½c. for 16-oz.

Canada Plates — Cables are firm on these, and prices on spot are strong. We quote accordingly : 52's, $2.15 to $2.25; 60's, $2.25 to $2.30, and 75's, $2.30 to $2.45.

Tin Plate — Demand has improved. We quote : Coke, I.C., $2.90 to $3.25 ; charcoal, I.C., Allaway or Comet brands, $3.50 ; do, I.X., $4.10 to $4.25 ; Lincoln, $3.75 ; P. D. Crown, I.C., $3.95 ; do. I.X., $4.95 ; Bradley's, $5.75.

Terne Plate—Stiff at $6 to $6.25.

Coil Chain — Quite steady : ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15 ; ½ inch, $3, and ⅝ up, $2.85.

Sheet Zinc—Quiet and unchanged at 5½c.

Solder—Stiff at 11 to 11½c.

Spelter—Unchanged at $5 American, and $5.25 for Vieille Montague.

Antimony—Cask lots have sold at 9½c.

Iron Pipe — Firmly held on the whole. We quote as follows : Black pipe, ¼-inch and ⅜-inch, $1.90 ; ½-inch, $2.20 ; ¾-inch, $2.65 ; 1-inch, $3.65; 1¼-inch, $4.75 ; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.75 ; ¾-inch, $4.25 ; 1-inch, $6.25 ; 1¼-inch, $8.25; 1½-inch, $11.50, and 2-inch, $16.

Sanitary Ware—As last reported.

GLASS.

There is a good enquiry for window glass. We quote as follows : First break, $1.40; second do, $1.50 per 50 feet ; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

The paints and oils market has been fairly active during the past week, and values, as a general rule, are firm. This is especially the case with linseed, while Paris green also is pointing upward. Seal oil is also 2½c. higher, being offered in lots at 45c. Cod oil is firm and castor oil is scarce, 8¾c. cases ; 8½c. barrels.

White Lead—Best brands, Government standard, $5.62½ ; No. 1, $5.25 ; No. 2, $4.87½ ; No. 3, $4.50.

Dry White Lead—$4.75 in casks; kegs, $5.

Red Lead—Firm ; casks, 4½c. ; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

White Zinc Paint—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

Putty—We quote : Bulk, $1.65 ; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

Linseed Oil—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

Turpentine—One to five barrels, 47c.; the same terms as linseed oil.

Paris Green—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c ; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c. ; 1-lb. tins, 18½c.

Mixed Paints—Steady ; $1 to $1.20 per gallon.

Castor Oil—Quiet at 10 to 10½c.

Seal Oil—Unchanged, at 45c.

Cod Oil—Supplies light, and prices firm at 40c.

Naval Stores—Resins $2.75 to $4.50, as to brand ; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

PETROLEUM.

There is a fair enquiry for petroleum. We quote: Canadian refined, 12c. in car lots, and 13c. in smaller quantities ; American prime white, 15c. in car lots, 16c. in small lots ; water white, 16½c. in car lots, 17½c. in a jobbing way ; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

ONTARIO MARKETS.

Toronto, May 27, 1898.

HARDWARE.

WHOLESALERS are still kept busy, although, in the opinion of some, the volume is scarcely as large as a week ago. The fact that there is one business day less in the week on account of the public holiday may account for this. As far as prices are concerned, the most striking feature is the advance of 1½c. per lb. in manilla and 1¼c. per lb. in sisal rope. A good business is being done in wire nails, but prices are unsatisfactory, and our quotations are little better than nominal. The demand for churns has fallen off materially. Green wire cloths, poultry netting, lawn mowers, garden hose, and similar goods are in active request. Payments are fair.

Barb Wire, etc.—Stocks of barb wire and plain twist in wholesalers' hands are very much reduced, and some houses are cleaned out altogether in one or other of these lines. Trade is keeping up well, and quite a number of shipments from Cleveland to this market have been made during the week. We quote: $1.80 f.o.b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

Ordinary Fence Wire, Etc.—In oiled and annealed wire the situation is much about the same as a week ago, trade being fair. Enquiries for galvanized wire are a little better ; they are principally for the heavier gauges. Discounts are : Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

Wire Nails—The difficulty experienced

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
Representative in Canada:
JOHN FORMAN, 650 Craig Street
MONTREAL

"THE DAISY"

Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than all** other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED.
Headquarters, London, Ont. Eastern Branch, 60 McGill St., Montreal, Que.

ONTARIO LEAD AND WIRE CO'Y, Limited
TORONTO.
Manufacturers of . .
"Somerville's" Absolutely Pure and Decorators' Extra
WHITE LEAD
also
"Ontario" Pure, Nos. 1, 2, 3 and 4.

Wire Nails . .
Barb Wire and Staples
Ross Braid
Ribbon Fencing
Shot, Lead Pipe, and Traps

Importers and dealers in
PLUMBING AND STEAM FITTERS' SUPPLIES

Factory—55, 57 and 59 Richmond St. East.
Office—54 and 56 Lombard Street.
Telephones—763 and 1092.

WRITE FOR OUR PRICES.

last week has to some extent been overcome, and shipments are now being made more promptly. The demand is still good, and some of the factories are taxed to their fullest extent. In fact, HARDWARE AND METAL is apprised that one factory has, this week, been compelled to turn down orders. We quote $1.90 Toronto, although it seems that sales have been made at even lower prices.

CUT NAILS—Orders are few. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Business is not as brisk as it might be. The demand is still principally for the cheaper kind of nails. Discount, 50 per cent.

HORSESHOES—Not much doing. We quote: Montreal, $3.25; Toronto and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS — Continue steady. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Business is still good. Discounts are as follows: Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¼c.; hexagon, 5¼c.

RIVETS AND BURRS—Trade continues steady. We quote as follows: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

ROPE—As noted in our editorial columns, there have been two distinct advances in rope during the past week, aggregating 1½c. per lb. in manilla and 1¼c. per lb. in sisal. We quote: Sisal, 7-16 in. and larger 9¾c.; ⅜ in., 10¼c.; ¼ and 5-16 in., 10¾c.; 3-16 in, 11¼c. Manilla, 7-16 in. and larger, 11c.; ⅜ in., 11½c.; ¼ and 5-16 in., 12c.; 3-16 in., 12½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—The demand is still good. We quote discounts 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London

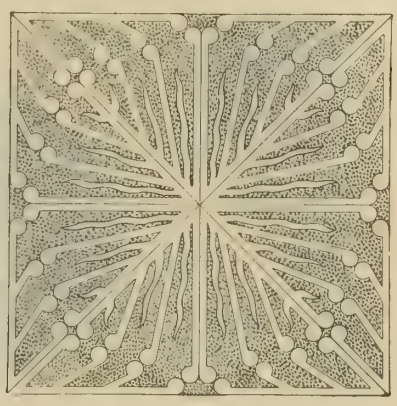
BEAUTY AND UTILITY

are combined

when you use

Our Famous

METALLIC CEILINGS



They are rapidly being recognized as the very finest interior finish to be had.

Fireproof, Hygienic and Durable—easily applied, and made in designs to suit any room of any building—no wonder they give unlimited satisfaction.

If you haven't them in stock, send at once for our catalogue and price list.

Your customers will appreciate this popular metallic finish that is growing in favor all over Canada.

The Metallic Roofing Co., Limited

1179 King Street West, TORONTO.

Jewel Gas Ranges

Improved Slotted Burners with Removable Thimble Cap.

Well known as the most **perfectly fitted,** most **efficient** and **successful,** and most **economical.**

MADE IN

10

STYLES.

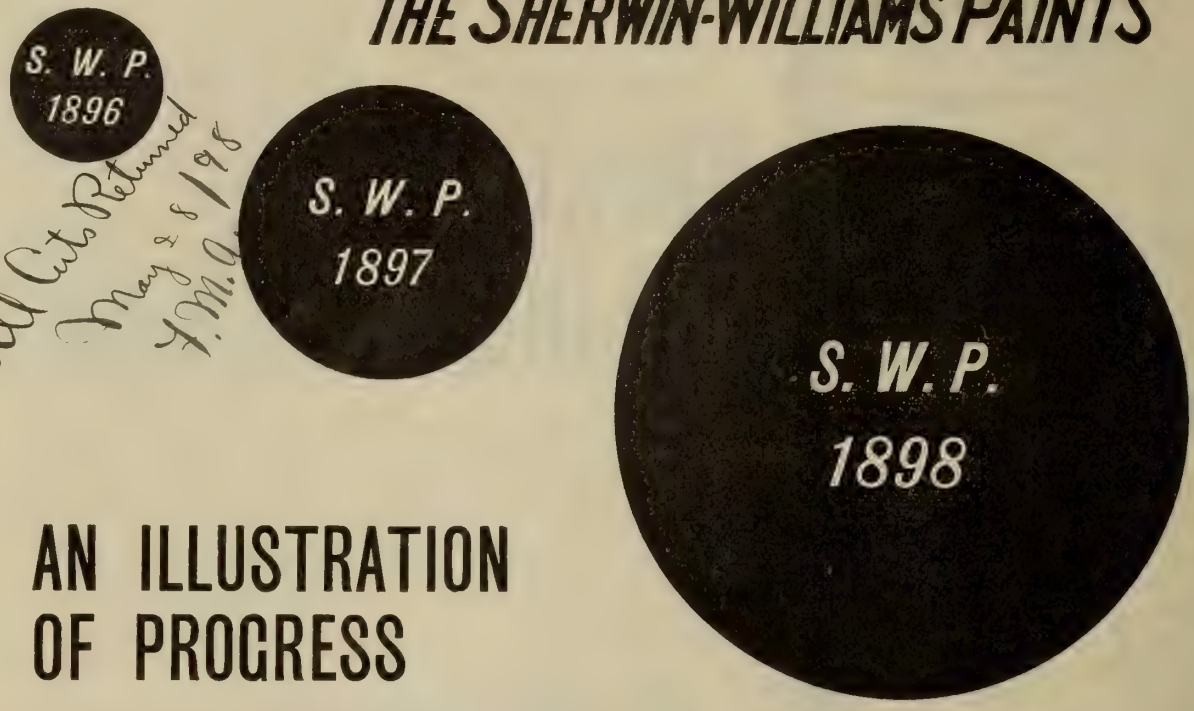
Roasting and Baking Ovens—with or without Extension for heating

Hot Water Boiler.

Manufactured by

The Burrow, Stewart & Milne Co., (Limited) Hamilton, Ont.

THE SHERWIN-WILLIAMS PAINTS



AN ILLUSTRATION OF PROGRESS

These three circles represent the sales of **THE SHERWIN-WILLIAMS PAINTS** prepared for the first six months of each of the three years in which they have been made in Canada.

The small one represents the sales from November 1st, 1895, to May 1st, 1896. The middle one (which is a little more than **double** the size of the small one) the sales from November 1st, 1896, to May 1st, 1897. The last one (which is more than **four** times larger than the small one) the sales from November 1st, 1897, to May 1st, 1898.

These illustrations are exact. They were proportioned from actual figures taken from our sales books. They speak more forcibly than any language we can employ of the **real value** of S. W. P.

These magnificent results are the triumph of a good article, vigorously and persistently pushed. They are the achievement of thorough organization and well planned system carefully executed.

Not a gallon of S. W. P. has ever been sold in exchange for other paints. Not a gallon of S. W. P. has ever been consigned. Not a gallon of S. W. P. has ever been sold below the standard price, $1.20 per gallon.

Never in the history of Canada has a paint made such a record in such a short time.

Let no man say after this that the best paint cannot be successfully sold in Canada.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CLEVELAND CHICAGO NEW YORK MONTREAL BOSTON

WALTER H. COTTINGHAM
Managing Director, Canadian Dept.

THE SHERWIN-WILLIAMS PAINT

There **must** be "something in it" when people write us unsolicited, letters like these. These two letters from widely separated parts of the country were received last week and show the satisfaction that S.W.P. gives alike to property owners and practical painters :

A Practical Painter's Opinion.

Melita, Man., May 16th, 1898.

THE SHERWIN-WILLIAMS CO.,

Montreal, Que.

Gentlemen :

Having received two or three letters from you regarding your paints, I thought it would be advisable to put your goods to a thorough test before writing you.

Painters in this part of the Dominion as a rule abhor Prepared Paints, always having an idea that their own mixing is preferable, both as regards quality and cheapness. I unfortunately must class myself with them. But my opinion is altogether changed when such paints as THE SHERWIN-WILLIAMS CO.'S can be procured. I have tried it on old buildings, and on new, indoors, and outdoors, and I am thoroughly pleased and delighted with the results.

We are now working on a new church in this town, and I drew Mr. H. V. Morse's attention to the grand work done by your paints. As we have a great deal of work on hand, we hope to show some first-class results from using your goods.

Yours truly,

(Signed) A. C. FARROW,
(Moore & Farrow),
Painters.

What a Property Owner says.

Newcomb's Mills, Ont., May 23rd, 1898.

THE SHERWIN-WILLIAMS CO.,
Montreal, P. Q.

Gentlemen :

As we have finished our painting, I wish to inform you of the result. We purchased five gallons of your Outside Gloss White from your agent at Trenton, thinking it would do for a start for the painter. It was a start, and a finish too.

By using your paint we have saved 50% at the very least. We have got a lot of your inside paint, too. Please send a sample card of your enamel paint and Varnish stain. I give you the addresses of five neighbors who talk of painting.

Yours truly,

(Signed) JAMES LATIMER.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CLEVELAND CHICAGO NEW YORK MONTREAL BOSTON

WALTER H. COTTINGHAM
Managing Director, Canadian Dept.

and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—Trade has fallen off considerably during the last few days. We quote: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING—Trade is fair. We quote leather belting as follows: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES—The demand keeps good. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH—Is still in strong demand. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—This is not going out quite as freely as it had been, but it is still moving fairly well.

SPADES AND SHOVELS—The shortage in the cheaper grades still continues, but shipments are on the way.

HARVEST TOOLS—Trade is not as good as it was, orders being of a sorting-up nature.

GARDEN HOSE—This is going out quite freely. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER—Trade is inclined to be slow. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs.; "Cyclone," 40c. for plain and 45c. for tarred.

WARE—For tinware the demand is a little better than it was a week ago. In graniteware, business is about the same as a week ago.

CEMENT—The situation is unchanged, demand continuing brisk. Foreign cement has not yet arrived. We quote in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

LAWN MOWERS — The trade in lawn mowers has been so brisk this season that the manufacturers of certain lines are behind in their orders, and are only able to make part shipment.

METALS.

Trade during the past week has been fair. Galvanized iron is the most active line on the list. A slight advance in quotations on ingot tin is the only change in prices worthy of note.

PIG IRON—The situation in this vicinity, as reported by Rogers, Brown & Co., is about the same as that for several weeks past. The consumption of iron keeps up at the heavy rate before mentioned, and, although no large transactions in iron have taken place, yet the numerous small orders taken together show a respectable week's business. Prices remain on the same basis as quoted last week, but an advance is expected all round in a few days. We quote as follows: United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55.

BAR IRON — The slight improvement noted last week appears to have been maintained. We quote base price $1.45 to $1.55 from stock, and $1.35 to $1.45 from factory.

HOOP AND BAND IRON—Quite a number of orders have been received during the past week, and prices are steady. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL—No particular improvement can be said to have taken place during the week. Trade is fair, but it is not satisfactory. We quote: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Trade is only fair. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lb.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Trade remains exceptionally good, both for English and United States makes. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—Trade is only fair, although a few large lots have changed hands. We quote 4¼ to 4½c. per lb.

INGOT COPPER — Shipments this week have been rather light. Quotations are unchanged at 12½ to 13c.

INGOT TIN—The market is firmer again, and wholesalers quotations are ½c. higher

PARTNER WANTED.

WANTED—A HARDWARE MAN—ACTIVE—with $5,000 capital, to take a partnership in general business now doing a trade of over $60,000 a year, in good circumstances, in a thriving country village and a good farming locality. Apply to Howard Ferguson, Kemptville, Ont. (24)

SITUATION VACANT.

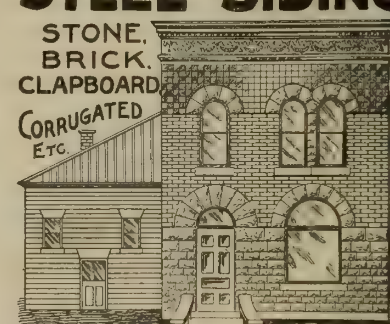
SHEFFIELD AND BIRMINGHAM HOUSE (OLD established) seeks an Agent in Montreal who can introduce business in cutlery and hardware. Write, Bishlane, 54 Scotland Street, Sheffield, England. References exchanged. (22)

BUTLER'S
FAMOUS
Sheffield Cutlery
—AND—
Electro-plate

Sole Makers of the
Celebrated "KEEN" Razors,
"Cavendish" Brand of Table Knives and Carvers.
HIGHEST AWARDS. SPECIAL MENTION.

GEORGE BUTLER & CO.'S
London Show-room—
62 Holborn Viaduct, E.C.
(OVER SNOW HILL STATION.)

A. H. SYMONDS,
71 Yonge Street, TORONTO
has a full line of samples, and will be glad to receive enquiries from Importers in the Dominion.

STEEL SIDING


For
Stores, Houses, Halls, Barns, Sheds, Churches.
Entirely water, wind, storm and fire proof. Will last 100 years and always look well.
Cheaper than matched Lumber. Shipped from factory all ready to apply. Fully illustrated catalogue sent on request.

The
PEDLAR METAL ROOFING CO.
Oshawa, Ont.

at 16¾c. to 17c. for quantities and small lots respectively.

SHEATHING COPPER, ETC. — Trade is quiet. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

MILK CAN TRIMMINGS—Orders are still coming in, but they are naturally not for large quantities. Discount, 25, 10 and 7½ per cent.

LEAD PIPE—The improvement noted last week has continued. Discounts are unchanged at 25 per cent.

SHOT—There has been no further change in price, the discount of 7½ per cent., fixed a week ago, still ruling. Shipments from stock are, however, light.

IRON PIPE —Trade is not nearly as heavy as it was, but there are still fair quantities moving. Prices as far as can be learned are unchanged. We quote: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.80 to ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.25 to $9.20; 1½ inch, $11.25 to $11.80: 2 inch, $15.20 to $16.

RANGE BOILERS—The demand is fair and prices rule steady. We quote: Galvanized, 30 gals., $5 50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES — Outside of import orders there is still little being done. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—Shipments this week have been fair and prices are firm. We quote as follows: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON— This is still going out fairly well at unchanged prices. We quote: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

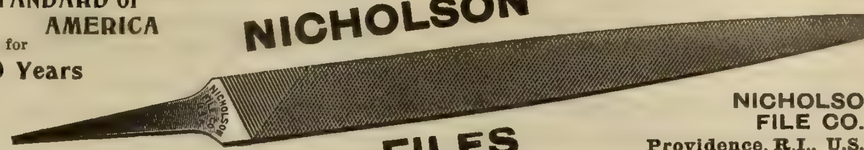
TERNE PLATES—Quiet. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN—Business keeps fair. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—There is a fair trade being done, and prices are firm, some houses holding small quantities at 6¼c. Other houses are quoting cask lots at 5½c.

SOLDER—Quiet. We quote as follows:

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—1?8 Hope Street, Glasgow—12 Ea t Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: 'Glas,' St. Helens. Telephone No. 68 St. Helens.

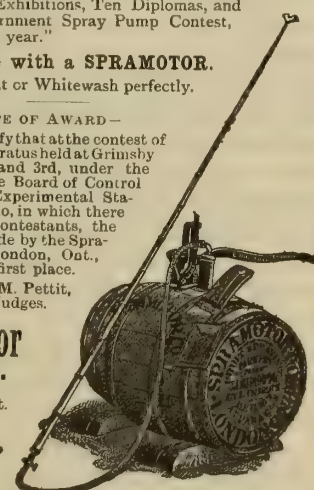
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

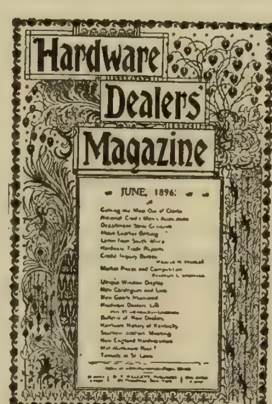
CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

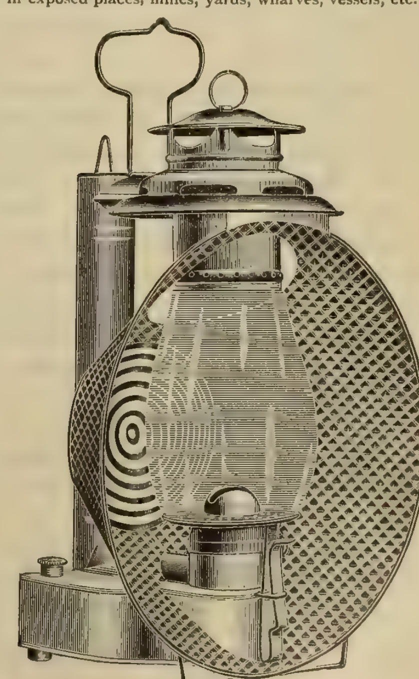
Portland Cements
Best German, English and Belgian Brands
Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.
Largest Stocks. Lowest Prices.
Send for Quotations.

W. McNALLY & CO.
MONTREAL.



ONE DOLLAR A YEAR
★
Sample Copy Free
★
D. T. Mallett
Publisher
271 Broadway
New York

Royal Search Light
Cold Blast Lantern
Strong Light, Wind-proof. Admirably adapted for use in exposed places, mines, yards, wharves, vessels, etc.



—MANUFACTURED BY—
THE ONTARIO LANTERN CO., HAMILTON, ONT.
WALTER GROSE, Montreal Agent.
Royal Cold Blast and Climax Tubular Lanterns are andard. For sale by all prominent hardware and lamp ods merchants.

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

Standard, 11½c. per lb. for quantities, and 12c. for small lots; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY—Business is fair. We quote: Cookson's, cask lots, 10½c.; smaller quantities, 11c.

GLASS.

There has been an improvement in business during the past week. Import orders are now arriving freely. Prices are maintained at old figures, with possibility of an advance, as the European market is stiffer. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

The demand for paints and oils during the month of May is expected to be good, but this year all jobbers agree that it is exceedingly good. There is a special demand for varnishes, house and boat paint, mixed paints and dry colors. Turpentine and oil have been selling freely. It is reported that in some cases there has been frequent cutting on large orders for turpentine, a result, possibly, of overstocking by one or two houses. The primary market is unchanged. Oil is firm and unchanged. The scarcity noticed in red lead, orange mineral and castor oil is over, large shipments having been received. Prices generally are firm at last week's figures.

WHITE LEAD—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½; No. 4, $4.25; dry white lead in casks, $5.10.

RED LEAD—Genuine, in casks of 560 bs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 16½c.; 50 and 100-lb. drums, 17c.; 1-lb. packages, 18c.; 1-lb. tins, 18½c.; cases, ½-lb. boxes, 19½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL — In cases, 10c. per lb. and 11c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 51c.; boiled, 1 to 4 barrels, 54c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 47c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

Business is brisk, a good, all-round demand being noted. Scrap copper and brass is in especial demand. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c.; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c. per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES — The market is still firm. We quote: No. 1, 8c.; No. 2, 7c.; No. 3, 6c.; crued, 8½ to 8¾c.

CALFSKINS — The feeling is still weak. Prices are unchanged. We quote: No. 1 veal, 8 lbs. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade continues quiet. The season is about over. We quote at $1.15 to $1.35.

WOOL—There is a free offering of unwashed at 11 to 11½c. per lb. A larger quantity of fleece is coming in, the price ruling being 16c.

COAL.

The market is steady at last week's figures. We quote anthracite at Buffalo and bridges at $4.25 per ton.

PETROLEUM.

Prices are unchanged. We quote at Toronto, as follows: Canadian, 13½c; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c., in bulk.

MARKET NOTES.

Ingot tin is quoted ¼c. per lb. dearer.

Sisal rope is now quoted at 9¾c. per lb. base, and manilla at 11c.

H. S. Howland, Sons & Co. are experiencing a brisk demand for screen doors and windows. They report some enquiries from the Province of Quebec.

H. S. Howland, Sons & Co. report that, notwithstanding large sales of "White Mountain" freezers, their stock is still well assorted.

PREFERENCES ABOLISHED.

Nova Scotia's new insolvency law, the text of which appeared in HARDWARE AND METAL, April 1 last, comes into force on July 1. It abolishes all preferences, in the sense that term has been used, and precludes business concerns giving bills of sale, or confessions of judgment within sixty days of failure.

As a consequence, the commercial agencies report the registration of a most unusual number of bills of sale within the past few days, all dating back before May 1, the sixty-day limit. Many of them are a revelation, and it is likely that there are many more to come, made or registered in anticipation of the new law.

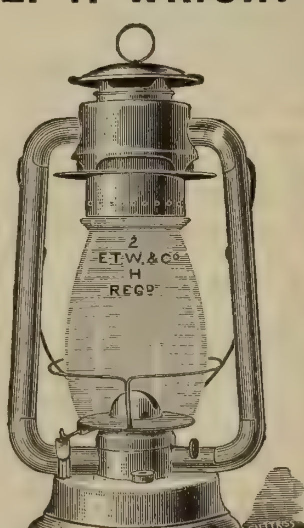
PERSONAL MENTION.

Mr. John H. McVean, of McVean & McVean, hardware merchants, Dresden, Ont., has been in Toronto "doing" the races.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

R. C. LeVESCONTE
Barrister, Solicitor, Notary, Etc.
THE McKINNON BUILDING
Cor. Jordan and Melinda Streets
... TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.



Manufacturers of ..
Tubular and Cold Blast Lanterns
Bird Cages
Mouse Traps
Flour Sifters
Stamped Re-tinned and Japanned
...TINWARE

HAMILTON - CANADA.

SERVICE VS. SCHEMES.

AMONG the different classes of retail grocers two are prominent, viz., those who rely upon a high class service to win patronage and those who seek it through the aid of schemes, says American Grocer. As a general rule stores doing a cash business are the most prolific in schemes.

Of the latter no one has proved more lasting than that which started nearly twenty-five years ago, and known as the "crockery and glassware gift scheme." Its success, or, in fact, the success of any scheme, depends more upon the man than the method. As an illustration, we have one of the largest retailers in Greater New York, operating seventy-three stores. He started with a small capital about ten years ago; he has steadily pushed his plan of gift-giving, and made himself a millionaire. And yet we are credibly informed that this successful dealer tired of the crockery-gift scheme years ago, but hesitates to abandon it, preferring to leave well enough alone, rather than make a radical change in policy. Over in Philadelphia is another retailer operating many stores on the same plan, and who has made a fortune. In both of these instances the personality of the man counted for more than the scheme itself, and probably either would have achieved success pursuing any other scheme which met the approval of his judgment. It is a notable fact that they have had very few imitators among thousands of competitors.

A trick scheme, such as a combination sale, where, for a fixed sum, a number of articles are sold far below cost, and the general average made good by putting in a cheap tea or poor spices at high cost, is sure to be short-lived. The consumers soon find that they have been duped; that they have much more of some articles than was required, and a short supply of those most needed, and that to duplicate the order means waste in the household, which more than offsets the apparent saving of a combination sale.

On general principles, the adoption of a scheme such, for instance, as the trading stamp scheme, is a public confession that service has failed to win public confidence; that the dealer is not doing a profitable business, and seeks to increase trade by devices, rather than regular and thorough business methods. A scheme places a premium on transient trade, and exerts almost no influence toward securing permanent customers. The originators of schemes evidently forget that the basis of success is public confidence, and that it is won quickest and held the longest by rendering the community a perfect service.

They ought to study statements such as the following, taken from the advertising of successful retailers, and consider whether such methods are not better calculated to win support than a succession of short-lived schemes:

We sell only the best of everything, and at prices which can be but the result of our large purchases, importations and sales. We are represented in foreign markets by careful buyers ever on the alert for the choicest and newest delicacies.

Money back if not as represented.

We don't depend upon antiquity, or upon prejudice, or upon sentiment of any kind to sell groceries. We expect business only as far as our goods and prices and service merit it. Our programme is exceedingly simple. We aim to have a compelling excellency that cannot be resisted. When you call at the Big Grocery, you will not be coaxed to buy; but when you are ready to purchase, you will find prompt and intelligent service.

We pledge ourselves to supply our patrons with the choicest of everything at reasonable prices; to serve them promptly and on short notice, and, in a word, to merit not only their trade, but their goodwill.

Such declarations may not appeal to the bargain-hunter, but they have great power to win the support and confidence of people who want to get the best goods and the best service for their money, and that is the desire of the majority of those who are buyers of food. It is service, and not schemes, that wins the continued favor of the people.

POULTRY NETTING DISPLAY.

There was a novel window dlsplay at "Russill's in the Market," King street east, last week. It was arranged with the end in view of attracting attention to the low price of poultry netting offered for sale. At the back and sides of the window were placed rolls of netting, each roll standing so close to the next one that no space was left between. Above the rolls at a height of about seven feet some netting was stretched across from the back to the front, enclosing a space about five by seven by eight feet. In this space a hen with a brood of small chickens was placed, and naturally attracted much attention. To direct the attention of passers-by from the hen to the netting a large sign, "Poultry Netting," was stretched all the way round in front of the rolls, and two large tickets, stating the price of this netting to be but 1c. per foot, were hung in conspicuous places.

The results of this display were manifested clearly, many people mentioning the fact that the display had led them to think of poultry netting. And the results did not end with the display, for even yet, when another display has taken the place of the one described, customers ask for netting, at the same time speaking of the chickens that were in the window.

GREAT FORTUNES FROM LITTLE INVENTIONS.

IT has become almost an axiom with the majority that larger fortunes are to be raised from some simple invention than from difficult and expensive inventions that involve a great outlay of money in manufacture. This, says George Ethelbert Walsh, in Cassier's Magazine, is, to a certain extent, true. A certain American patent for fastening kid gloves has yielded a fortune of several hundred thousand dollars for its fortunate owner, and the inventor of a collar clasp enjoys $20,000 a year royalty as the reward for his endeavor. A new kind of sleeve button has made $50,000 in five years for its patentee, and the simple twisting of safety pins in such a way that there is no possible danger of the point sticking in the child promises to enrich its owner beyond any of his early dreams of wealth. A man one day turned a piece of wire so as to hold a cork more securely in a bottle, and forthwith somebody saw a brilliant idea and patented the modern wire stopper holder, which is now used annually on several million bottles. The accidental bending of a hairpin by a woman to prevent it sliding out of her hair so easily produced a fortune for her husband, who immediately saw the possibilities of a crinkled hairpin for women.

Instances could be multiplied indefinitely of large fortunes being made from small inventions; but, fortunately for those inventors who make a life study of intricate problems of mechanics, and disdain to waste their talents upon trivial, popular articles of the day, there is often also ample reward held in store for the products that take years to produce, and which revolutionize existing methods of industry and mechanics. Edison has reaped honors and riches of a princely character from his discoveries; McCormick has realized, in his reaper, the fortunes of a millionaire; the Corliss engine brought honors and decorations to its inventor, and enabled him to amass a great fortune in a few years; Professor Bell found in his telephone not only the consummation of his early hopes and ambitions, but a substantial pecuniary reward; Harveyized steel armor has become anonymous with the inventor's name, and it brings an annual income of huge proportions to its discoverer; Elias Howe, the inventor of the sewing machine, realized over $2,000,000 from his inventions; Nikola Tesla, though still young and rich in promises, finds abundance of money in his work.

BUSY MAKING CORNICE BRAKES.

The Double Truss Cornice Brake Co., Shelburne, Ont., has been kept busy making its cornice brakes. That these brakes are giving abundant satisfaction is evident, from the large number of testimonials this firm has received.

MANITOBA MARKETS.

WINNIPEG, May 24, 1898.

THE building boom is on in Winnipeg without doubt. At no time in the city's history were so many substantial buildings started in the month of May. From where I sit writing can be seen the Trust and Loan Co.'s new building, the Bank of Hamilton, G. D. Wood & Co.'s, the addition to the Howard block for the accommodation of the C.P.R. city telegraph offices, the McIntyre, which is to be five storeys high, an addition to J. Robinson's departmental store ; and these are just a few of the many which are being erected. The Y.M.C.A. will build this year, in fact are just about letting the contract ; the Wesley church congregation are erecting a handsome new church, and a very large number of private residences are well under way. This, of course, all means a good business in building hardware.

Rope has taken another jump this week. Another result of the war is an advance in shot, ordinary being now quoted at $6.25 and chilled at $6.75.

These are the only changes in the price list for the week. Barbed wire, garden and farm tools, dairy supplies and oil stoves are among the lines meeting with ready sale. Refrigerators are also selling well. Business in all lines is good, with prices firm.

Price list for the week is given below :

Barb wire, 100 lbs	$2 40
Plain twist wire and staples	2 90
Oiled annealed wire 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Green wire cloth, per 100 feet	1 40
Poultry wire, per 100 feet	55
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 35
" 20 to 40	2 40
" 10 to 16	2 45
" 8	2 50
" 6	2 55
" 4	2 80
" 3	3 05
" 3 fine	3 35
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	4 00
Snow shoes	4 25
Steel, light	4 25
" extra light	5 75
Bar and band iron, $2.05 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 oc
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 50
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	.....
" ⅜	.....
" ¼ and 5-16	.....
Manilla, 7-16 and larger	.....
" ⅜	.....
" ¼ and 5-16	.....
Cotton, all sizes, lb	15
Axes, per box $5.50	to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb	25c.
Spades and shovels	40 p.c.
Harvest tools 60 to 60-	10 p.c.
Axe handles, turned, s. g. hickory, doz.	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.ct
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Robin Hood, M	$18 00
Eley's 12 gauge, M	16 00
American, M	16 20
Shot, Robin Hood	10 00
Ordinary, per 100 lbs	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed 70 and	30 p.c.
Granite ware, according to quality. 50 to	60 p.c.

SELLING CYCLES.

Those of my retail readers who desire to push the sale of cycles, but have not window space to spare for the display of full size machines, might do worse than imitate the plan which some soft goods firms have adopted, which is to procure a toy safety and suspend it by a cord in the centre of the window. I do not know where these Liliputian machines are made, but those to which I refer have wheels about 12 inches diameter, fitted with pneumatic tires, and are complete to the minutest detail. One such model well placed is an unfailing source of attraction, and serves admirably to direct attention to the fact that full size cycles are obtained inside.—Ironmonger.

The merchants of Almonte, Ont., have agreed to close at 7 p.m. during the summer, except on Monday and Saturday evenings.

The MacGregor-Gourlay Co., Galt., Ont., has just completed the purchase of the London Machine Tool Co.'s business, one of the largest iron machinery-making plants in the Dominion of Canada, and will at once transfer the fixtures and employes to Galt.

CHAT WITH AN AILSA CRAIG MAN.

MR. F. ROSSER, hardware merchant, Ailsa Craig, Ont., spent a few days in Toronto this week. Mr. Rosser's report regarding the trade outlook in his part was a goodly one.

"We have had a splendid winter's trade," he said, in reply to a question, "and the outlook is good. There are a few new buildings going up in our village, but in the country around us it seems to me that nearly every farmer is either putting up new buildings or repairing or improving old ones. A good many farmers are putting concrete floors in their barns, stables, etc. I alone have sold 500 bbls. of cement on that account."

"Are you doing much in barb wire ?"

"Well, I am not. I am not trying to. There is no money in it, for prices are being cut to pieces. It is the same with wire nails. Why, retailers in some of the nearby towns are selling wire nails at $1.90 per keg. I was talking with a Stratford hardwareman the other day and he told me his firm was losing a clear 10c. on every keg of wire nails they sell. It is foolishness doing business under such conditions," added Mr. Rosser in a tone of disgust.

"What about the crops ?

"Well, they are all right now ; but a short time ago we were a little fearful. We do not grow much fruit in our part of the country. The little we do grow is mostly apples, and they promise well."

Speaking in regard to the price of wheat, Mr. Rosser mentioned farmers who had received from 95c. to $1.12 per bushel, while he stated others were holding for still higher figures. Then he became reminiscent.

"I remember a farmer about three miles from Ailsa Craig—and he is alive yet—who, during the Crimean War, was offered $2.75 per bushel for his wheat, but he refused, hoping to get $3 per bushel. Eventually wheat took a drop, but he held on in hope that the market would again recover. When that farmer did sell his wheat he got less than 75c. per bushel for it," concluded Mr. Rosser, as he arose to leave.

SAWMILL SUPPLIES BY EXPRESS.

Three carloads of sawmill supplies, including machinery, etc., for the Yukon, left Toronto this week in a somewhat unique way.

It was imperative that the supplies should be at Victoria on June 15, in order to make steamboat connection, and the only way in which this could be done was to attach the three cars containing the same to a passenger express train. This was accordingly done, high and all as the freight rate necessarily would be.

The value of the goods contained in the three cars was about $6,000.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, OWEN SOUND.

ISLAND CITY

Paint and Varnish Works

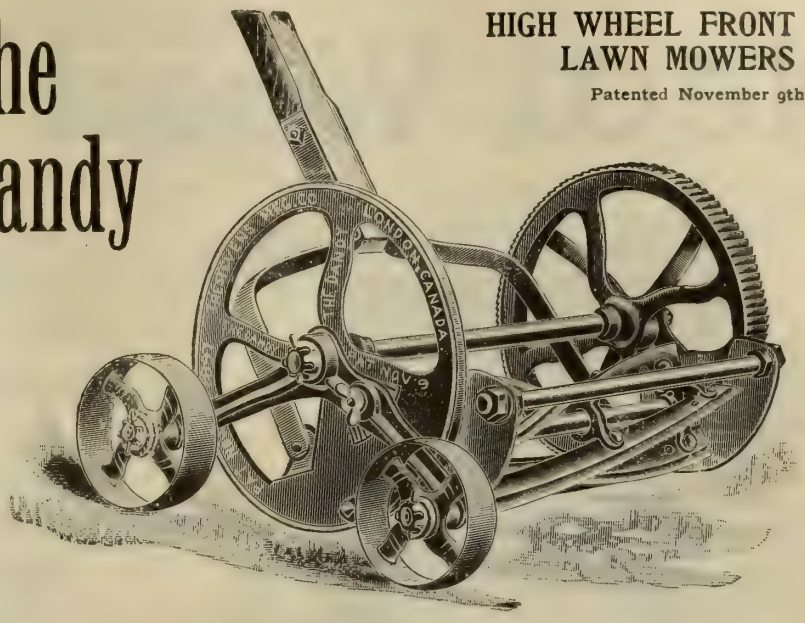
. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS 274 St. Patrick St., MONTREAL.

The Dandy



HIGH WHEEL FRONT CUT LAWN MOWERS

Patented November 9th, 1897

Thoroughly tested and found right. The latest and best mower on the market.

POINTS OF MERIT

Lightness, Durability, Easy and Noiseless Running and Perfect Working.

Its great advantages over all others:

1. The one wheel gear. 2. The front cut.
3. Simple manner of adjusting.
4. The absence of trailing wood roller.

For full particulars, prices, etc., write

THE STEVENS MANFG. CO., London, Ont.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

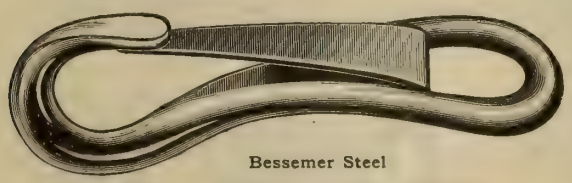
New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. **PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.**

OUR LATEST IN SNAPS.



Bessemer Steel

½ in.
Sizes.
⅝ in.

SOLID STEEL ROPE SNAP.

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

No Cast Iron.

No Rivets.

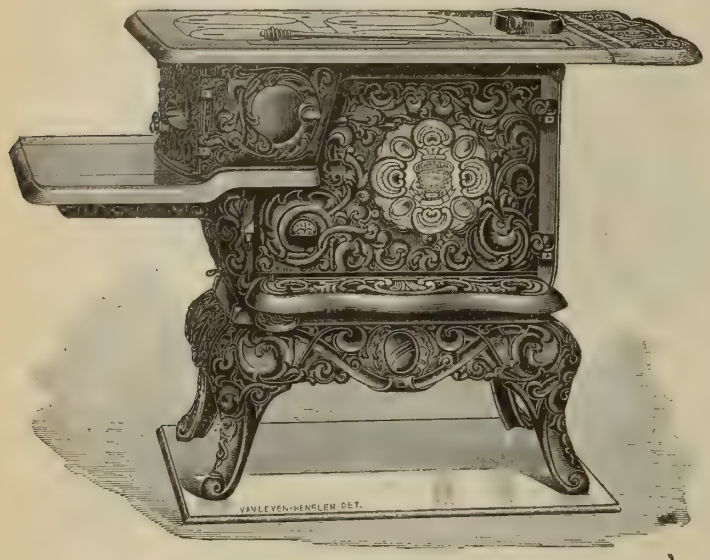
Bessemer Steel

DOUBLE BIT SNAP

Made in Two Sizes.

Size of Cut for Bits.
Twice Size of Cut for Breast Chains.

New Wood Cook



To catch trade, build up business and put money into the dealer's pocket.

Did You Ever See a Prettier Wood Cook?

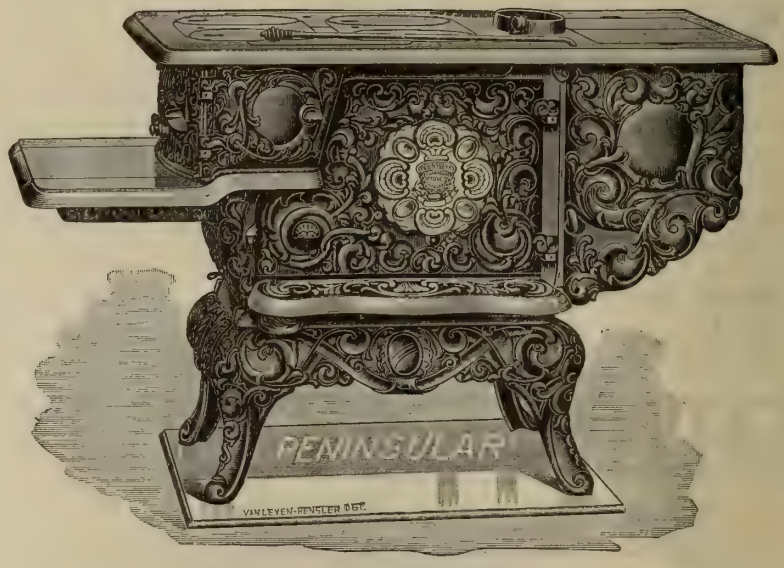
We call it the "**RELIABLE,**" and if you want to increase your business, put a sample on your floor and see it work. We can ship promptly upon receipt of orders.

The "Reliable" is the most handsome wood cook on the market, and we guarantee it to be a perfect worker in every respect. We offer it at a very low price.

OVEN, 22 x 23
WOOD LENGTH, 26 inches

8 and 9-23, square,	**$ 31.66**
8 and 9-23, reservoir,	**40.55**
With legs instead of base, deduct	**1.11**

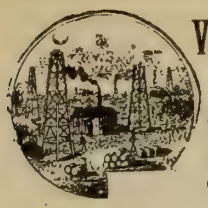
These prices are subject to our usual discount.



CLARE BROS. & CO. - Preston, Ont.

WINNIPEG BRANCH:

180 Market St., Winnipeg Man.



VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

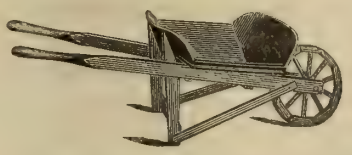
IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

28 YEARS. Established 1870. **28 YEARS.**
SEYBOLD, SON & CO.
478 St. Paul St., 295 Commissioner St., **Montreal.**
SEASONABLE GOODS IN STOCK.—Ice Cream Freezers, Lawn Mowers, Oil Stoves, Horse Pokes, Leader Churns, Wire Netting, Rubber Hose, Patent Hose Menders, Paris Green, and a full assortment of Shelf and Heavy Hardware. All at lowest prices.

The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.

Send post card and get copy of New Catalogue.
Cleland Bros. & Co.
MEAFORD, ONT.
Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL

We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S
Poultry Netting
These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by
The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.
For Sale by . . . .
The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.
And by—Hardware Jobbers throughout the Dominion.
James Cooper, Montreal, General Agent for our Railway Fencing.

Fishing Tackle.

TRADE MARK
ALLCOCK'S STAG BRAND
goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**
The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

Spring Profits
are made in Spring—YOU lose as much as the painter does by not writing us for points about that Bridled Brush that saves money for painters and makes money for you. If you keep on waiting you will lose that Spring Profit that we keep nudging you about.
Boeckh's Patent Bridled Brush
has a flexible liquid-proof Bridle attached by metal pivots to the brush itself. It is easy to take it off or put it on—five seconds does it.
It saves the brush, and spreads the paint evenly over a larger surface than the old fashioned twine or wire bound-brush ever did or will.
It keeps a FLAT BRUSH ALL THE TIME FLAT.
Boeckh Bros. & Company, Mfrs.
Agencies at Winnipeg, Halifax, Vancouver, Glasgow. **Toronto, Ont.**
Montreal Branch: 1 and 3 DeBresoles St.

PUSHING CYCLES AND ACCESSORIES.

By Robert M. Patterson, Belfast, in Ironmonger

IN dealing with the question how best to push the sale of cycles and cycle accessories, I propose to discuss it under the following heads : —(1) Choice of makes, (2) advertising, (3) display, (4) repairs, (5) hiring out.

CHOICE OF MAKES.

In cycles, as in everything else, the question of suitability to local conditions is of prime importance. Districts vary greatly. Some abound in rough and hilly roads, and for these, machines of somewhat heavy build, geared moderately low, will be wanted. For more level country and better roads lighter machines and higher gears may be stocked. Having, then, made up our minds as to the kind of machines that will best suit our district, we should by attendance at the annual shows find out what is offered, and obtain, if possible, the sole agency for one or more makes of reliable quality. If we decide to sell only high-grade cycles the task of selection will not be so difficult. But if we want to cater for a lower-priced market the choice will be less easy. There are plenty of good, honest makes to be had at popular prices. There are also plenty of others which no wise dealer will have anything to do with. We must not, therefore, if we would court success, be tempted by very low offers—that is, we must not depend only on the low price and good appearance. One "bike" looks much like another, and the only safe guide is a practical knowledge. If we do not ourselves possess this knowledge we shall do well to obtain the services of an experienced cyclist—if possible of one who has been in the repairing trade, and has been a rider for years.

So many are now engaged in the trade that anyone wanting to push and make a success of it must be content with moderate profits. The demand, however, has increased so marvellously during the past few years that a very good harvest may be reaped at comparatively small profits. Thus, if machines cost, say, £8, at which price really reliable makes can be had, not more than from £10 to £11 should be charged. In the case of higher-grade machines, a larger proportion of profit may be secured, but even in these there is a great amount of cutting.

Supposing, for the sake of example, we select two makes—one a high grade, and the other a popular mount—we must have them in sufficient variety of size and weight to satisfy most of the inquiries we may receive.

Thus, a fair stock of the popular grade might be two track racers, two road racers, two light roadsters, two full roadsters. Each of these varieties should be assorted in two sizes of frame, and the gear wheels should be detachable and interchangeable in every instance.

The same assortment may be carried out in the higher-grade make, though possibly, on account of their greater price and lesser demand, one of each description may be deemed sufficient. Of course, in districts where sports and races are not of frequent occurrence the track-racers may be wisely omitted. The presence of a racer or two in the stock, however, seems to lend a tone to the whole exhibit. We next come to the important consideration of ladies' machines.

We shall have to keep these in both grades also, and we can hope to do a trade with two weights and two sizes of frame.

Thus, of ladies' mounts, the following might be a safe stock : Two ladies' light roadsters, two ladies' full roadsters, each weight being in two heights of frame. This should be duplicated in the higher grade, making eight ladies' bicycles in all. Anything very much out of the ordinary run will have to be brought forward specially from the works, but this can usually be done very quickly. The foregoing may appear to be a small stock to expect to do a trade with ; still, it may be made to fit itself wonderfully to demands by means of a carefully selected supply of handle-bars, cranks, pedals, seat-pillars, gear-wheels, etc.

ADVERTISING.

Having now got in our stock, we must exert ourselves to make the fact known. Well, the newspaper columns, which are always open to us, are the best means to this end. The opening of the season is the time to make the greatest use of the papers, and we must exercise ingenuity to invent "taking" advertisements. A large space may not be necessary if care is exercised to make the matter attractive. A medium sized or even small space attractively filled is often better than one of twice the size badly arranged. In addition to the daily papers we must have pithy announcements in the various cycling and sporting weeklies, especially in such as are issued locally. Then also handbills must not be forgotten. These should be distributed largely, yet with discrimination, in the streets, particularly at the entrance gates to sports and football matches, and among the crowds attending agricultural shows, theatres, etc. At concerts and other large gatherings we should have our bills placed on every seat, and should also have announcements on the advertising pages of the programmes.

An excellent and novel form of advertisement is a procession of cycles. This can easily be arranged with the aid of the staff's cycling members, with, if needful, some additional assistance from outside.

It should be held on a bright, fine day, when the streets are dry, and may consist of, say, from half a dozen to a dozen cycles, ridden slowly in Indian file along the principal thoroughfares. The riders should be in either fancy costumes of some kind, or in ordinary cycling dress. A small flag pole, preferably of plated wire, should be secured to the head pillar of each machine, bearing a long pennant of some stiffened material in bright colors which will stream out over the rider's head. On these flags, which may, by the way, if more convenient, be made of thin wood, or stiff cardboard, we can have our name and address or other announcements boldly printed. Of course, the machines for this procession must be polished up, so that every spoke and nut may glisten in the sunlight. Gaily-colored ribbons may also be employed with advantage to decorate the frames. A few appearances of the procession will be sufficient to get our machines talked about.

The country must not be forgotten, lists being very freely distributed in the outlying districts. An attractive list will do much to assist sales. The cycle-makers know this, and certainly turn out their lists in very taking styles, and, moreover, are always willing to supply them ad lib. to their agents for distribution.

DISPLAY : OUTSIDE.

If we want to make a good impression it will be advisable to give up—for a few weeks at any rate—all our window space to cycles and accessories. The cycle shops have their window display of cycles all the year round, so it behoves us ironmongers, who cannot afford to give our undivided attention, for very long, to any one class of goods, to make as big a show as we can in the limited time at our disposal. It is fortunate that the best cycle-selling time comes just between the seasons, at a period when everything else is dull. From soon after the opening of the year, to well into April, is the time when would-be possessors of wheels are on the lookout for them, and this is the time for our big window display.

If we have space enough, almost our entire stock may go in, and, of course, a very large show of accessories of all kinds should be ranged in front, with a fair sprinkling of lists. All should be marked in plain figures, quoting the list price (this, of course, refers to machines only) and in a line below, the net cash price. The weight of each machine, with a general description and particulars of guarantee, should also be printed on the ticket. A few good photo-

graphs of well-known riders will assist in making the show attractive.

AND INSIDE.

Attention should now be turned to the inside display, and by far the best way to show cycles, if one has room, is to raise a small platform in a central position, and where a good light will fall on it. It need not be more than 18 inches high, with a step up at one side—on whichever one we may call the back—the other sides being flanked with sloping boards. The whole platform should be covered with red baize. The sloping boards can be used to display a great assortment of pumps, bells, and other accessories. The machines should be arranged on stands, which may or may not be fixtures on the platform. They should be arranged round the stand, allowing space for a passage up the centre from the step before mentioned. This arrangement gives the machines a handsome appearance, and keeps them out of the dirt and wet of the shop floor. They can also be easily removed for the inspection of customers. The great bulk of the smaller accessories should be kept in glass-topped cases. They will thus be well seen and readily got at. If the salesman is a cyclist, he should ride one of the machines he sells. During club runs and at meetings and smoking concerts he will find many opportunities to put in a good word for his mount. It is advisable he should wear cycling costume, as a general rule, during business hours. This may seem a small matter, but will be found to help in making his remarks whilst pushing the machines go down with greater force.

REPAIRS.

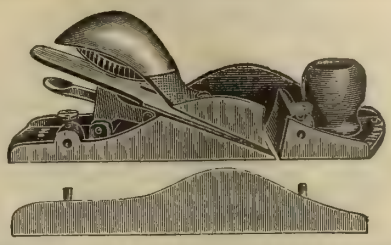
I now come to the matter of repairs. Many dealers in cycles overlook the good business turned from their doors for the want of a repairing shop. If you already have a workshop, a handy man may easily learn the business. He will, of course, require a special set of tools and appliances, but, if carried out carefully, there is no doubt the repairs department will prove a source of considerable profit. The fact of the existence of a cycle-repairing department must be made known by advertisements in the papers, as well as by means of notices hung in the windows.

HIRING OUT.

This is a very vexed question among cycle dealers. If it can be carried out with care and judgment and on a sufficiently large scale, it is profitable enough. If, however, only a small amount of business can be done, it is better to leave it alone. With the small stock I have supposed to be sufficient to carry on the cycle business in an ironmonger's shop it would be useless to hope to do a hiring out trade of sufficient dimensions to be worth the trouble. For the cycle agent it is, as a rule, a desirable adjunct. He has a large stock of machines, some of which are probably shop soiled, if not getting gradually obsolete and unsalable, and often the best way to see his money for them is to lend them out. My own opinion is that an ironmonger can, with greater advantage to himself, clear off all shop soiled machines by offering a good reduction at the beginning of the season, and this is the course I should recommend in preference to starting a hiring out department.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

STANLEY'S RABBET AND BLOCK PLANE.



A detachable side will easily change this Tool from a Block Plane to a Rabbet Plane, or *vice versa*. The cutter is set on a *skew*.

No. 140. Rabbet and Block Plane, with detachable side, 7 inches in length, 1¾ inch cutter $1 25

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF
WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES, COUNTER SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.
WALTER GROSE, 30 St. Dizier St., Montreal, Que.
Agent for Montreal and Eastern Provinces.

2500 Barrels
Portland Cement
LION BRAND

May - June arrival, by direct steamers from Belgium, for sale, low.

Write for Quotations.

J. WATTERSON & CO., MONTREAL

FOUR REASONS WHY DEALERS should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE stock of F. A. Case, general merchant, Wallaceburg, Ont., has been sold, and his creditors have been asked to accept a compromise.

McGregor & Co., general merchants, Westville, N.S., have assigned.

J. M. A. Blanchette, general merchant, St. Louise, Que., has made voluntary assignment to Paradis & Jobin, Quebec.

W. J. C. Allan, manufacturer of door knobs, Kingston, Ont., has assigned to D. F. Armstrong, Kingston.

The assignment of Letang, Letang & Co., wholesale hardware dealers, Montreal, noted last week, was a voluntary deed of trust. The liabilities amount to $100,000, and it is claimed that the assets are $200,000, giving a surplus of $100,000. The firm has given a mortgage of $65,000 to a bank on behalf of the creditors, and it is claimed that the book debts and stock will greatly exceed this amount. The business will be wound up under the supervision of Mr. Letang, Messrs. J. A. Painchaud and C. A. Sylvester being appointed in the interests of the creditors while the liquidation is going on.

PARTNERSHIPS FORMED AND DISSOLVED.

Dill & Philip, general merchants, Moosomin, Man., are dissolving.

G. J. Letteney & Bros., general merchants, Digby, N.S., have dissolved.

Flynn & Smith, general merchants, Port Hood, N.S., have dissolved, John L. Smith continuing.

The Warwick Cycle Manufacturing Co., Montreal, has dissolved, and Thos. J. Cartwright has registered as proprietor.

Tutty & Barrington, shipchandlers, North Sydney, N.S., have dissolved, and Wm. F. Tutty continues under the old style.

Emile and Jos. A. Labrecque have registered as partners, under the style of Labrecque & Frere, general merchants, Levis, Que.

Victoria Blanchette and Moise L. Cusson have registered as proprietors of the firm of M. L. Cusson & Cie., harnessmakers, Richmond, Que.

A new co-partnership has been registered by Gilbert Redden and Reginald Redden, under the style of Redden Bros., foundry owners, Windsor, N.S.

SALES MADE AND PENDING.

N. Lafrenier, saddler, Sorel, Que., has removed to Berthier, Que.

S. W. Calvert, blacksmith, Dunchurch, Ont., has sold out to Jos. Farrelby.

George Kennedy, blacksmith, Arnprior, Ont., has been succeeded by Robert Budd.

The assets of A. Leveille & Co., general merchants, St. Laurent, Que., are to be sold.

The London Machine Tool Co., London, Ont., has sold out to the McGregor-Gourlay Co., Limited. Galt, Ont., and the business is being removed to Galt.

CHANGES.

Alfred Lalonde has bought out Chas. Godmer, general merchant, St. Jovite, Que.

J. L. Turner, general merchant, Beausejour, Man., is moving to Rat Portage, Ont.

Bicknell Bros., general merchants, Camden East, Ont., have sold out to John R. Scott.

E. Depencier, general merchant, La Riviere, Man., has sold out to P. Winram & Co., of Manitou.

FIRES.

The sawmill of L. A. Ross, Cornwall, Ont., has been partially damaged by fire.

G. R. Ashwell & Sons, general merchants, Chilliwack, B.C., have been burned out ; insurance, $6,500.

DEATHS.

J. C. Durick, of Carlin & Durick, general merchants, Fort Steele, B.C., is dead.

OSHAWA'S NEW HARDWARE STORE.

HARDWARE AND METAL made a business call on D. Cinnamon, hardware merchant, Oshawa, Ont., and found him nicely settled in his new store on King street west. Mr. Cinnamon's establishment now ranks among the leading hardware stores of eastern Ontario, its dimensions being 80 x 25 feet, three storeys high with basement, having in all 8,000 square feet floor surface.

The main store is fitted up in the most modern style, having quarter-cut oak fixtures extending to the ceiling, which are reached by running ladders. The shelf goods are kept in boxes with quarter-cut oak fronts, which give the store a handsome appearance. An elevator, running from basement to the top storey reduces the labor of handling goods to a minimum. The store is lighted throughout with electricity.

Mr. Cinnamon carries a full line of shelf and heavy hardware, stoves, tinware, paints, oils, bicycles, etc., and has a first-class tin shop, and bicycle repair shop in connection. He reports trade good so far this season.

LIVE, AND LET LIVE.

Depression in business during the past few years has brought changes in trade usages.

We read in trade exchanges of retailers organizing to buy in lots direct from manufacturers, and to prevent jobbers selling to consumers. Jobbers are seeking to prevent manufacturers selling to retailers, and both jobbers and retailers complain that certain manufacturers sell direct to consumers. This demoralization will disappear with continued improvement in business.

Manufacturer, jobber, and retailer should work in harmony. Each does his part in the economy of distribution more effectively and cheaply than the others could do.

Each is necessary to the other and to the consumer, and there should be no friction between them.

Associations and organizations may properly stand up for the rights of their members, but they make a mistake when they seek to break up the machinery of trade.

It is well to keep to our line, following a "live, and let live" policy.—Mercantile Journal.

PURITAN WICKLESS BLUE FLAME

COAL OIL STOVES.

Burns ordinary coal oil without a wick, and makes a perfect Blue Flame stronger than gas. It is entirely odorless and easy to keep clean, and nothing to get out of order.

It will roast, bake and boil equal to any wood or coal stove, and with much less trouble. Those stoves are guaranteed by the manufacturers, The Cleveland Foundry Co., to give perfect satisfaction. Those goods are easy sellers, and will bring trade to your store. Send for catalogue and price list and secure the agency in your town for them. . . . . .

R. BIGLEY, Canadian Agent, **TORONTO**

Established 1860. Incorporated 1895.

THE REASON WHY

"Crescent"

Steel Agate Ware

is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1883 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper .. **WIRE**

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Standard Steel Toe Calks

WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = *Saint John, N. B., Canada.*

Plumber and Steam-Fitter

FIRST AMERICAN HOT WATER PLANT.

MEMBERS of the steam and hot water heating trade who have attended association conventions have been greatly interested in the past in the historical accounts of the introduction of steam and hot water as methods of heating in the United States. Arthur J. Walworth and Charles J. Gillis, who are, perhaps, the two best-known historians, have traced back apparatus into the middle of the century, and earlier.

Criticism is always a thankless task, but, in the interest of truth, we feel compelled to take issue with the previously published accounts of the first heating apparatus used in the United States, for the earliest records not only carry us back past the middle of this century, but over many centuries, before coming upon the first historical account of hot water heating. In fact, there is a record of such a system of heating established in the western hemisphere by Europeans at least 98 years before the discovery of the West Indies by Columbus.

In that interesting and instructive book on "The Discovery of America," by John Fiske, a good deal is said about the pre-Columbian voyages from Iceland and the settlements in Greenland and the further voyages of the Greenlanders to the coast of North America. It appears to be a well established fact that Greenland was discovered in the year 986, when a colony was founded there from Iceland. The settlements at East Bygd and West Bygd had a population at one time of from 5,000 to 6,000 people, and flourished for some hundreds of years. It is known that West Bygd was destroyed by the Esquimaux in 1349, and some time after 1409 the entire Greenland colonly was wiped out. The country was not visited again until 1721, when there was nothing left but the ruins of farmsteads and villages.

In voyaging to Greenland in 1394, nearly 100 years before Columbus crossed the South Atlantic, Nicolo Zeno found, at East Bygd, the monastery of St. Olaus, near which was a spring of hot water, "which," says Mr. Fiske, "the ingenious friars conducted, in pipes, into their monastery and church, thereby keeping themselves comfortable in the coldest weather. This water as it came into the kitchen was hot enough to boil meats and vegetables. The monks even made use of it in warming covered gardens or hot beds, in which they raised sundry fruits and herbs that in milder climates grew out of doors."

It will thus be seen that over 500 years ago there was a hot water heating apparatus in the western hemisphere, and not only was it used for culinary and heating purposes, but, what seems more extraordinary, the good friars anticipated, in a measure, the modern greenhouse. We are sorry we have not the working plans of this old plant, but no blue prints have come down and only a very sketchy account of the method.—Metal Worker.

NEW PLUMBING FIRM.

W. Mashinter, formerly of Purdy, Mansell & Mashinter, plumbers and steamfitters, has opened out in the same business at 97 Adelaide street west, Toronto, under the style of W. Mashinter & Co. Mr. Mashinter was superintendent of the plumbing department during his partnership with Purdy, Mansell & Mashinter, and intends paying special attention to that line of work. The new firm is down to business already, and is now busy on two important jobs.

PLUMBERS' STRIKE SETTLED.

The strike of the journeymen plumbers has been amicably settled after a stay-out of about two weeks. On Friday, a settlement was reached, and the men are now all back at work. The former rate of wages was 25c. per hour, when the men decided to ask for an increase of 10c. per hour, and on this being refused, they left their work. A compromise has since been effected, each side conceding equally, so that the rate is now 30c. per hour.—Free Press, Winnipeg.

PLUMBING AND HEATING NOTES.

PERMITS have been issued in Toronto to J. M. Loose for a two-storey brick factory on the south side of McDonald square, to cost $3,000; to M. Robinson, for a three-storey brick storage warehouse at the corner of St. Nicholas and St. Joseph streets, to cost $2,200; to Bates & Dodds, for a one-storey brick carriage and paint shop on Strachan avenue, to cost $600; to W. Hamilton, for alterations to the Red Lion hotel, 180-182 King street west, to cost $2,000; to A. W. Allan, for a pair of two-storey and attic brick dwellings at 32-34 Murray street, to cost $5,000; to A. W. Allan, for a pair of two-storey brick stables in rear of west side Murray street near Orde street, to cost $2,500; to John W. Coates, for a two-storey and attic brick dwelling at 36 Morse street, to cost $1,000; to the Consumer's Gas Co., for a brick and stone retort house on Parliament street, to cost $5,000.

The preliminary survey for the water works in Windsor Mills, Que., has been commenced, so it is hoped that this enterprise will be carried to completion at an early date. The engineer reports an abundant supply of pure spring water.

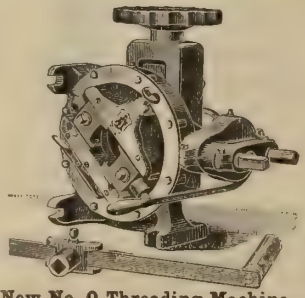
Buchanan & Rhynas last week received the contract for a storey and a half brick veneer house for J. J. Reiley, Kintail, and recently one for a two-storey cottage frame house for Mr. McMurchy, also at Kintail. Work on Steve Stother's foundation was

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.



New No. 0 Threading Machine.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre Street

Bridgeport, Conn.

commenced recently, while that of Harry Reid's is completed. Anthony Baker went up to St. Helens recently to commence the foundation for the new Presbyterian church this firm has the contract for. Horace Horton is putting in baths and modern improvements.—Goderich Star.

Port Hope Electric Light Co. offers to renew its street lighting contract at 17½c. per light per night for 38 lamps, 300 nights in the year. This is said to be the lowest contract in Ontario, with the exception of Orillia.

Contractor Ale Dale will be busy this summer. He is now engaged on three houses, one for Clovis Fregeau, to cost $2,400; one for Piper & Oakley, $1,400, and another for Engineer Jack Robinson, $2,000.—Fort William Journal,

PLUMBING AND HEATING CONTRACTS.

W. J. Barrie, Sarnia, Ont., has the contract for the tinwork and plumbing of a brick laundry and driving shed at the Sarnia hospital.

Kerr Bros., Guelph, Ont., have the contract for the plumbing and tin work for C. Kloepfer's new warehouse on Douglas street, Guelph.

Geo. Ross, plumber, Brockville, has been awarded the contract of plumbing in a new house being erected for the manager of the Union Bank, Smith's Falls.

W. Mashinter & Co., Toronto, have contracts for the plumbing of two houses for A. W. Allan, on Murray street, and for the hot water heating of a residence for J. C. McLachlan, on Ossington avenue.

Thomas Campbell, St. John, N.B., has the contract for the plumbing of a brick residence for Leonard B. Knight, corner of Duke and Canterbury streets, St. John.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, has the contract for alterations and additions to the plumbing, gas-fitting and steam-heating in the Canada Permanent building on Toronto street, Toronto.

TRADE CHAT.

FRANK B. GAYLORD, Wm. Gerhauser, Sidney T. Millar, Frederick A. Goodrich and Arthur O. Cowles, Detroit, Mich., and Edward W. Rathbun and Frederick S. Rathbun, Deseronto, Ont., have been incorporared under the name of the Deseronto Iron Co., Limited, with a capital stock of $99,900, divided into 999 shares of $100 each. A quantity of material to be used in the construction of the works has been purchased and is now on its way to Deseronto.

There are 150 bicycles in Regina, N.W.T.

Leamington is offering inducements to persons who will establish a glass factory in that place.

G. A. Richardson, Guelph, Ont., is building a new suite of offices in his hardware store.

Grant Bros., hardware merchants, Sparks street, Ottawa, have opened a branch in Hintonburg, Ont.

The Ontario Powder Works, Tweed, Ont., have shipped a large quantity of dynamite to Newfoundland.

Sarnia, Ont., proposes to bonus a paving brick manufactory which would use shale from Alvinston, Ont.

The Shipe Wood Rim Co., Toronto, is looking for a suitable town for the manufacture of bicycle wood rims, etc.

The contract for the new bridge at Windsor Mills, N.S., has been let to the Dominion Bridge Co., and is expected to be in position by September 1.

Scarfe & Co., varnish manufacturers, Brantford, Ont., intend to erect a new building, 25 x 50 feet, to cost $5,000, for the extension of their business.

The Sarnia Post is authority for the statement that The Ontario Lumber Co., of Toronto, will establish a planing mill at Point Edward, using the vacant G.T.R. shops and round house.

G. W. Green, manufacturer of pumps, etc., Peterboro, Ont., has secured the Whyte foundry, on McDonnel street, that town, where, beside the manufacture of pumps, he will do general foundry work.

The Fort William, Ont., Journal says: The newly-decorated front of the Hudson Bay Co.'s stores is attracting much attention. The very rich background is silvered in relief with remarkable artistic taste.

The Marmora Herald says: "Mr. Thos. Barnes, representing the Hamilton Iron Smelting Works Co, has been in town for the past few days looking up new properties for the company, as it is their present intention to increase their works. The company is now shipping 110 tons of ore per day from the following mines: Old Hemetite, 50 tons; Cook-Thompson, 30 tons; and Molone, 30 tons."

☞ SPORTSMEN ☜

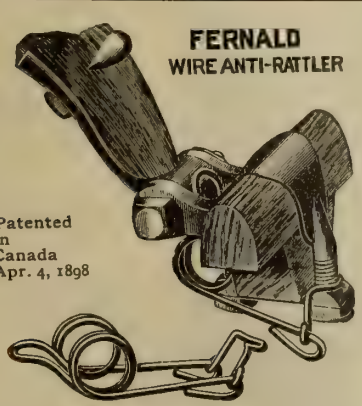
NOTE

THE ABBEY IMPROVED CHILLED SHOT,

NEWCASTLE, ENGLAND.

Is made by a NEW PROCESS, and is highly spoken of by Sportsmen and Sporting Papers. Kills at greater distance than Soft Shot. Gunmakers wishing repeat orders should load with this shot.

FERNALD WIRE ANTI-RATTLER



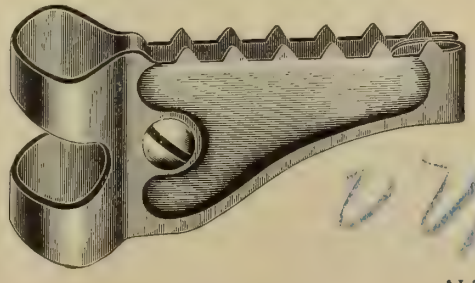
Patented in Canada Apr. 4, 1898

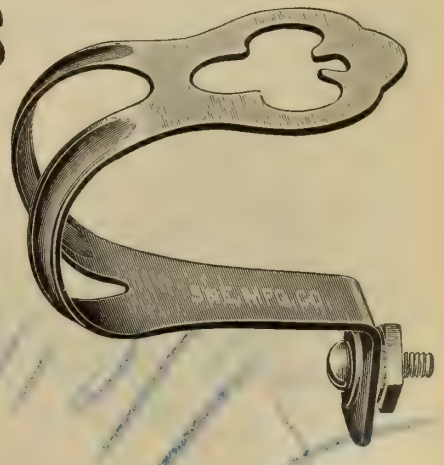
We also manufacture Burton's Nos 1, 2 and 3 Gem Wire and Wire Drive Anti-Rattlers, Becker Game Trap and Dandy Clothes Rack. Ask your Jobber for them, or send to us for prices and circulars.

FERNALD MFG. CO., Northeast, Pa., U.S.A.

BICYCLE SUNDRIES

Toe Clips, Coasters, Wrenches and Bicycle Pad Locks.





ALSO

"Giant" Metal Sash Chain.—Pulleys.—"Red Metal" and Steel Sash Chain, Pad Locks, and Rat Traps.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

Send for Sundry Catalogue.

Bridgeport, Conn., U.S.A.

PATENTS PROMPTLY SECURED

Write today for a free copy of our interesting books "Inventors Help" and "How you are swindled." We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo for **free advice. MARION & MARION, Experts.** New York Life Building, Montreal, and Atlantic Building, Washington, D. C.

If you want the straightest and most durable **Rawhide Whips** in the market, order our

Napoleon and Monarch

WHIPS

Every Whip Guaranteed.

Patented and made only by . . .

HAMILTON WHIP CO.

119, 121, 123 Mary St., HAMILTON.

Cheap Whips of Every Style.

WESTERN Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

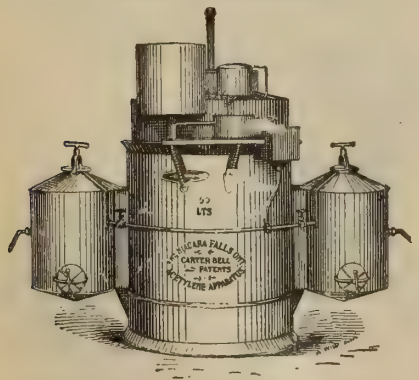
Capital, subscribed	**$2,000,000.00**
Capital - - -	**1,000,000.00**
Assets, over - -	**2,320,000.00**
Annual Income -	**2,300,000.00**

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster Secretary.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.



Bearing Canadian Fire Underwriters Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO.

Niagara Falls, Ont. Limited

THE HARDWARE DEALER'S SEASON.

THE hardware dealer at this period of the year possesses a superior advantage over dealers in other lines, as many lines of his goods are in demand at once, remarks Stoves and Hardware Reporter. He stands on a footing whereby he can look disdainfully at clothier, milliner and shoe dealer, for while all these in their places are useful they may easily become superfluous, while the hardware dealer has the proud assurance that his stock contains no useless elegancies and perishable knick-knacks, but good, durable, sensible, useful wares which are indispensable in many walks of life. Who can make garden—that most thrifty and healthful mode of employment—mow his yard properly, repaint the premises, refurnish the kitchen or do carpentering or a hundred other things without the assurance of the hardware merchant's tools? Therefore, let the hardware dealer look about him, fully realize his own importance as a dispenser of the means by which many occupations are carried forward, and act accordingly. Let him see to it that he provides sufficient show room inside and out to display his goods. There are several lines of seasonable goods which should now be prominently advertised in windows and newspapers, paints, garden tools, wire cloth for screen doors and windows, and builders' hardware, particularly. Exercise ingenuity in arranging the show windows; it will pay for the trouble, time and money thus invested.

NEW HARDWARE FIRM IN PICTON.

HARDWARE AND METAL visited Picton last week, and, being on the alert for new establishments, noticed a sign bearing the name of "John Moxon & Son, Hardware Merchants." On entering, the members of the staff were found busily engaged in their neat and conveniently arranged store, opening up and putting in stock new goods just arrived, the balance of their first purchase.

Mr. Moxon, sr., was formerly partner in the manufacturing firm of Moxon & Barker, and both members of the new firm are fully alive to the requirements of the trade in Prince Edward county.

They opened their doors and made their bow to the public on the first instant. They intend carrying a full line of shelf and heavy hardware, stoves, etc.

Asked as to subscribing for HARDWARE AND METAL, the reply was: "You have saved us the trouble of writing and enclosing our subscription, which we would have done in a few days, as we have been readers of your journal in the past."

HARDWARE AND METAL extends to the new firm its good wishes.

If you are thinking of enlarging your mill, foundry or machine shop, or of purchasing machinery of any kind, send us a line giving character of machinery needed.

We can put you in communication with manufacturers from whom you can buy advantageously.

WANZER LAMP & MFG. CO.

Hamilton, Ont.

WANZER.

INVERNESS, P.Q., Feb. 14th, 1898.
WANZER LAMP & MFG. CO.,
Hamilton, Ont.

GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.

Very truly yours,
JOHN YOUNG.

Write us for illustrated and descriptive pamphlets and testimonials.

"Tandem" Anti-Friction Metal

suitable for all purposes.

A For heavy pressure and high speed.

B For medium pressure and high speed.

C For low pressure and highest speed.

If your dealer does not carry this line, order direct from

Lamplough & McNaughton

Montreal

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

CONSUMERS CORDAGE CO. LTD.

MONTREAL

Joseph Rodgers & Sons' Cutlery

We would strongly caution Retail Hardware Merchants and the General Public against Imitation makes, bearing such names as **"Joseph Rodgers & Co," "Rodgers & Son,"** etc., etc., as none are **Genuine** unless bearing the Trade Mark on **each blade.** ✱ ✠

James Hutton & Co. Sole Agents for Canada, 15 St Helen Street, ***Montreal***

CURRENT MARKET QUOTATIONS.

May 27, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag— 56 and 28 lb. ingots, per lb.	0 16	0 16¼
Straits	0 16	0 16¼

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	. .	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	....	3 50
I.X., "	....	4 25
I.X.X. "	....	5 00
I.XXX., "	....	5 75
D.C., 12½x17	....	3 00
D.X	....	3 75
D.X.X	...	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base...	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs } " 14x60 " } " 14x65, " }	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¾	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

		Base Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

-16 inch	. . .	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	.. .	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2 20; ¾ inch, $2.62½; 1 inch $3.60; 1¼ inch, $4 75; 1½ inch, $6.20; 2 inch, $8.3[illegible].

Galvanized, ½ inch, $3.80 to $4; ¾ inch, $4.60 to $4.80; 1 inch, $6 40 to $6.70; 1¼ inch, $8.75 to $9.20; 1½ inch, $11.[illegible]5 to $11.80; 2 inch, $15.[illegible]0 to $16

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	....	0 15
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4	....	0 20
Tubing, base, per lb	0 20	0 22

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	0 04
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10½	0 11
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 57½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 2[illegible]
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochres	....	2 00
Venetian Red (best). per cwt	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21¼
1-lb. tins	0 18½

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 [illegible]5
12½-lb. tins, 8 in case	2 30

Quotations f o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 45

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)		
Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 12½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxe of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads in boxes of 1,000 each 8 gauge ......
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils..lb. 09 0 09½
Wilkinson & Co.'s Vices ..lb. 09¾ 0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 4 50 6 50
Post-hole, Vaughan's, each .. 60 90
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross...... } 7 25 8 00
Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
Chopping Axes—
Single List, per doz 6 00 12 00
Double List, " 11 00 18 00

Axle Grease.

Per gross 6 00 13 00

Bath Tubs.

Zinc, discount 3 90 4 00
Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 1 25 3 00

House.

American, per 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Damond, Shell, per doz 1 00 1 50
Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 00 0 00

Blind and Bed Staples.

All sizes, per lb 7¾ 0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.

German, per doz. 6 00 11 00
American, per doz 12 00 20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 50
Bullards, per doz .... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 24 00 33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 9 50

Cement.

Canadian, Portland 2 60
English " 2 85
Belgium " 2 75
Canadian hydraulic 1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.
Steel, net 3 00

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain 3 25
" embossed 3 50

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c. 2 00
Coil, per doz 0 88 1 60
English per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz 85 1 70

FAWCETS.

Cork Lined, per doz 0 30 0 35
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 5.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.
Mechanics' Star & File Mfg. Co. Discount, 60 and 10 to 70 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.
White Mountain, 1 to 25 qt... 1 35 13 50
Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each 0 30
Enamelled each 0 55

GRINDSTONE FIXTURES

Per doz 3 60 4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz 1 10 1 20

Sledge.

Canadian, per lb 0 07½ 0 08½

Ball Pean.

English and Can., per lb 0 22 0 25

HANDLES.

Axe, per doz., net, ... 1 50 2 00
Store door, per doz 1 00 1 50
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair 0 13½ 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 50
Lanes, 62½ per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 12 in., per 100 lbs 3 15
14 in. up, per 100 lbs 2 35

Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.

Per gro. pair.
Spring 9 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc. dis. 60 and 10 p.c. 1896 list
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.
Belt, per 1,000 .... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.

HORSE SHOES.

per keg
Light and medium pattern 3 25
Snow Shoes 3 50
Steel Shoes, light 3 50
" " extra light, Nos. 0, 1, 2 .... 5 00
Steel Shoes, Nos. 3, 4, 5 .... 4 25
" " assorted, 0 to 5.. .... 4 75
All f.o.b. Montreal.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., pe doz 0 65 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass " 1 20 1 30

LINES.

Fish, per gross 1 05 2 50
Chalk. " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz....	1 75	7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz....	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb.	25
No Name Metal.............. "	15
Mystic Metal.............. "	10

F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz..........	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz......	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz...........	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.........	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :

2d. and 3df	$2 85
3d	2 50
4 and 5d............................	2 25
6 and 7d............................	2 15
8 and 9d............................	2 00
10 and 12d..........................	1 95
16 and 20d..........................	1 90
30, 40, 50 and 60d. (base)..........	1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.

Wire Nails, basis, $2 per keg Toronto. For places outside factory points, $1.90 f.o.b. Montreal. Carload lots, 5c. per keg less than above figures.

Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American......	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 67½ per cent. for imported, 50 and 5 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto)..	....	0 14
Carbon safety "	....	0 16½
American w. w. "	....	0 17½
Pratt's Astral..............	....	0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz..........	0 00	19 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz..............	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..........	2 25	3 30

PENCILS.

Dixon's, per gross...........	1 00	4 25
" Carpenter..........	2 25	3 60

PICKS.

Per doz.	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross....	1 40	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.....................	$ 50 00
No. 38 Hand Machine, range 1½ to 4..............................	100 00
No. 56 Hand Machine, range 2½ to 6..............................	175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..............	2 00	5 00

PLIERS AND NIPPERS.

Buttons Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz............	0 60	2 60

PLUMBS AND LEVELS.

S.R.& L. Co.,dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........	1 35	2 00

PRUNING SHEARS.

per doz	4 00	5 50

PULLEYS.

Hothouse, per doz...........	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning......................	0 35	2 50

PUMPS

Canadian cistern............	1 40	2 25
Canadian pitcher spout....	1 15	2 00

PUNCHES.

Saddlers', per doz...........	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.......	0 00	0 72
" hollow, per inch...	0 00	1 00

RAIL.

Barn door, per foot..........	0 02½	0 02¾
Sliding door, "	0 03¼	0 03½
Lanes, "	....	0 02¾

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's, " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz...........	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days

Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	8	9
⅜ in....................	8½	9½
¼ and 5-16 in.	9	10
Cotton		13
Russia Deep Sea		12½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10 p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..........	0 62½	1 00
" N.P., per set....	....	90

SAD HEATERS.

Dome, Shepard's, per doz....	4 75	5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent..........

SASH CORD.

Per lb......................	20	50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent..
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........	1 40	1 50
Solid, "	1 10	....

SAWS.

Crosscut, McMillan & Haynes, per dozen...............	0 40	0 70
"Empire," McMillan & Haynes, per ft...................	0 00	0 70

Hand, Disston's, dis 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft....	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each........	0 75	2 75
" frame only...........	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	6 00	7 50
Whiting	5 63	7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................	2 10	4 50
Boot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	7 00	10 00
Door, per doz...............	2 20	3 00

SCREW DRIVERS.

Sargent's per doz...........	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.

Bench, wood, per doz.........	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..........	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.............	2 30	2 45
" black................	1 85	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'..............	4 50	11 50

SOLDERING IRONS.

Per lb	0 23	0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American..............	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz................	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	....	2 50

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb..............	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb.......	0 09	0 09
Labrador........ "	....	0 13
" Axe, "	....	0 15
Turkey .... "	....	0 50
Arkansas ...... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.......	3 50	5 00
Grind. per ton..............	15 00	18 00

Stove Polish.

No. 4—3 dozen in case..............	$4 50
No. 6—3 dozen in case..............	7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.

B.B.B. iron carpet, blued..............	80
" " tinned	80
B.B.B. iron carpet, bright or blued (in kegs)	40
B.B.B. iron carpet, tinned (in kegs)....	45
B.B.B. cut tacks (in bulk), 75 and 10	
" " ¼ weights	40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10	
Swedes, upholsterers	80
Swedes, carplet, blued and tinned	70
" lace	75
" brush	50
" gimp, blued, tinned & japan'd	
Zinc tacks............................	35
Copper tacks	62½
Leather carpet tacks	
Trunk nails, black and tinned	70
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers................	10
" " in bulk	15
" " solid heads, in bulk........	60
Saddle nails in papers................	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos,-filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box...............	1 00
Sharp Calks, " "	1 25

TRANSOM LIFTERS.

Payson s, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

Mouse, per doz	0 35	1 50
Rat, per doz.................	1 40	6 50

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	6 00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb........	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.............	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz................	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each..................	6 00	7 00
Peter Wright's, per lb........	0 12	0 13
Pipe, each........	5 50	9 00
Saw, per doz	6 50	

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch....................	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, net.
Copper Wire, net.
Annealed, annealed and oiled. 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when exceeding minimum rate of 20c. per lbs.]
Bright, coppered steel and spring, 35 and 5 p.c. revised list, f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per 1,000 feet	2 75	3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart.............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd...................	....	....
Plain twist..................	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. ..	1 20

Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 70, 10 and 5 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	....	3 40
Burrell's Pipe, each	....	3 00
Pocket, per doz	1 25	2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

STAR HACK SAWS BUTCHER SAWS BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than $1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO. 93 Reade Street NEW YORK

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

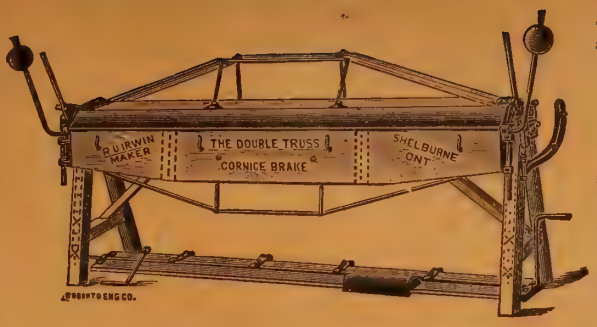
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This eight-foot Brake bends 22-gauge iron and lighter, straight and true

Price, $50

Very handy bender attachment, $10 extra, if required.

Send for circulars and testimonials to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

PAINTERS' BRUSHES
HOUSEHOLD "
STABLE "
TOILET "

SEND FOR PRICE LIST AND DISCOUNTS

Meakins & Sons, Hamilton ❁ **Meakins & Co.** Montreal

BRUSHES

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Church's Potato Bug Finish

READY FOR USE DRY.

NO MIXING REQUIRED.

The only safe way to use a strong poison.

Worth its cost as a Fertilizer.

Does not injure the vines.

300 pounds net in every barrel. Price, f.o.b. Paris, four barrels for $10.00. Send in your orders now.

THE ALABASTINE COMPANY, Sole Manufacturers, PARIS

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

Robertson's Prepared Paint

Known all over the country as the most durable and economical paint on the market. Only the purest and most enduring ingredients are used in its manufacture. It is mixed with an accurateness that is only obtained with scientific machinery and thorough knowledge of paint chemistry.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, JUNE 4, 1898 | No. 23

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar, and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—40 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

A FEW REASONS

Why "QUEEN'S HEAD" Iron always leads. . . .

Forty years' experience in the business.
Only the best raw materials used.
The best skilled labor employed.
Every sheet carefully inspected several times.

RESULT—Iron that is soft and workable, but not too soft; galvanizing that does not peel; sheets that are dead flat, and **absolute uniformity**, as far as that is possible.

JOHN LYSAGHT, Limited,
BRISTOL and MONTREAL.

Quick Safe Artistic

"Buy quick and repent at your leisure"—think of the money loss a leaky Radiator entails. The Safford Radiator can't possibly leak—you wonder why, because "most radiators do" you say. Every connection of the Safford has a **screw thread** on it. The joints screw into each other. There are no bolts, rods or packing. The Toronto Radiator Manufacturing Company are the

Original Screw-Nipple Connection Inventors

for Radiators. They keep ahead of imitators you see—always. The "Safford" Radiators give quick and free circulation in a minute after the heat is turned on. Let us send you a book about it—it's free.

The Toronto Radiator Mfg. Co.
Limited
Toronto, Ont.

Safford Radiators

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Solidity"

In speaking of DUPLEX TUBS, this word is particularly applicable, as it is the "solidity" of the Tub that is a great point of merit. The steel, copper and tin are all practically fused together, making one solid sheet. It is therefore almost impossible to dent or bruise one of Booth's DUPLEX Copper-lined Bath Tubs.

"DUPLEX"

BOOTH'S PATENT

Sole Manufacturers in Canada:

The Toronto Steel-Clad Bath and Metal Co., Limited

TORONTO

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association,

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald, Actuary.

J. K. MACDONALD, Managing Director

"HONOR BRIGHT"

Wood Cook.

—Heavy.
—Massive.
—Substantial.
—Durable.
—Extra Large Oven and Firebox.

Fitted with Patent Illuminated Oven Door, Corrugated Oven Bottom, and all modern features of Cook Stove construction.

If you have not handled this Stove, it will be to your advantage to secure samples, and arrange for the exclusive sale in your locality.

The William Buck Stove Co., Limited

Manufacturers of the celebrated "HAPPY THOUGHT" Range.

BRANTFORD, ONTARIO

YOUR

GARDEN HOSE

Should have a . . .

SEAMLESS TUBE

All our brands of Hose have our Patent Seamless Tube

"Star," "Maroon," "White," "Western," "Phœnix," "Wire-Wound," "Trade."

Cotton, Rubber-Lined

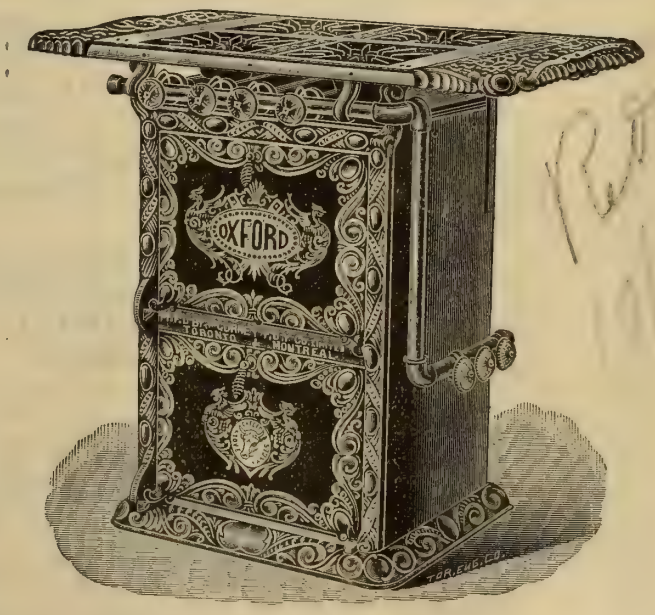
THE CANADIAN RUBBER CO.

OF MONTREAL

Montreal, Toronto, Winnipeg

Your Trade In Summer Stoves

DEPENDS ON THE LINES YOU HANDLE.



GURNEY'S

Oxford Gas Ranges

Are well known and deservedly popular, and they are better than ever, and lower in price for 1898.

Flush Top, Reversible Oven Burners, Equal Sized Ovens 16 x 16 x 11½, and other improved features will commend them on sight.

We have also a full line of sizes and styles in the famous **QUICK MEAL** Blue Flame Oil and Gasoline Stoves, for which we are Sole Canadian Agents.

Write us at once for catalogues and price list, and prepare for the demand.

THE GURNEY FOUNDRY CO., Limited, - TORONTO

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.

Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.

Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

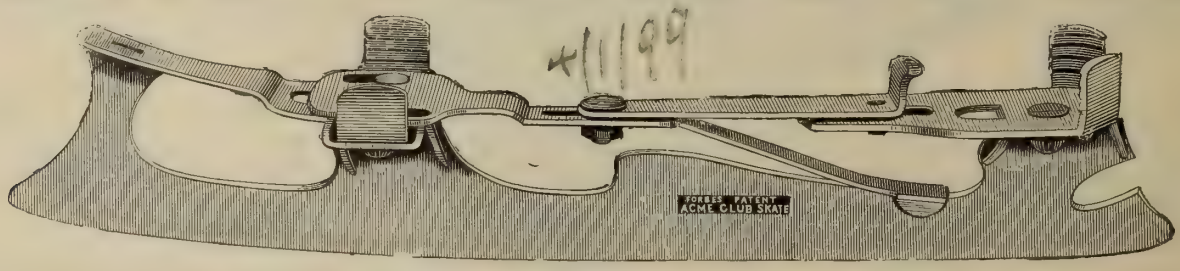
Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited

ST. JOHN, N. B.



THE GENUINE ACME.

We are now prepared to fill orders promptly. We make the highest grade of skates, and guarantee them. We solicit your inquiries. Goods dated 1st Nov.

THE STARR MANUFACTURING CO., Limited

T. L. PATON, Resident Agent, Montreal, Que. **DARTMOUTH, N S.**

The fibre is long and strong

BROWN WRAPPING
HARDWARE MANILLA
MANILLA
FIBRE

Eddy's Wrapping Papers

The E. B. EDDY CO., Limited

HULL	ST. JOHN	VANCOUVER
MONTREAL	HALIFAX	VICTORIA
TORONTO	HAMILTON	ST. JOHN, Nfld.
LONDON	WINNIPEG	KINGSTON
	QUEBEC	

The paper stands wear and tear

TRADE MARK

Over 50 Years Of Experience

TRADE MARK

with the Canadian trade and a close study of its demands has placed

Henry Boker

Manufacturer of

Hardware Cutlery, etc.

in a position to always offer the best values as well as correct shapes and qualities.

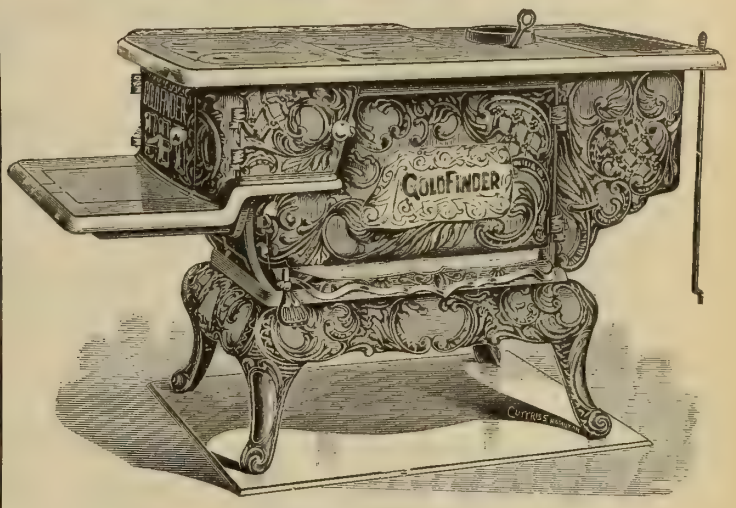
TRADE MARK

Caverhill, Learmont & Co.

MONTREAL.

TRADE MARK

Spring Stoves



GOLD FINDER, Steel Oven.

This wood cook met with tremendous success last year—couldn't supply the demand. It's a seller. If you want the popular medium priced wood cook of the year have the line of Gold Finder on your floor. Four sizes, 8-20, 9-20, 8-22, 9-22, square and with reservoir. Burn 22 in. and 24 in. wood.

Copp Bros. & Co., Hamilton, Ont.

Limited

Toronto Branch—81 Queen St. W.

PIPE—*Black and Galvanized.*

FITTINGS—*Malleable and Cast.*

BATHS—*Steel-Clad, Duplex, Copper and Zinc.*

PLUMBERS'—*Steam and Gasfitters' Supplies.*

WRITE FOR PRICES.

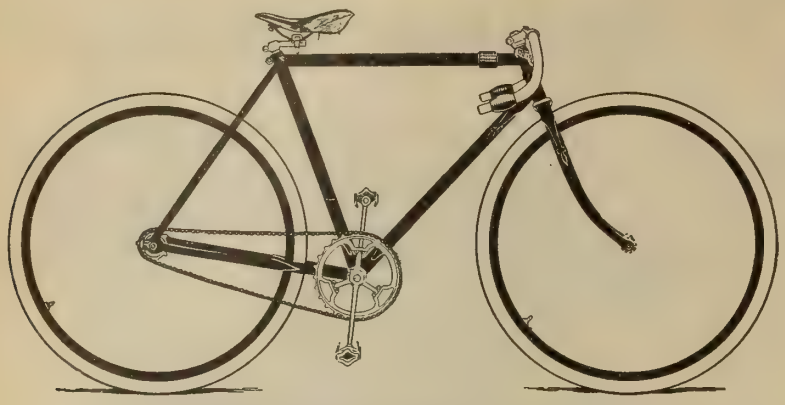
M. & L. Samuel, Benjamin & CO.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.



RAMBLER BICYCLES.

BERTRAM, WILSON & CO.

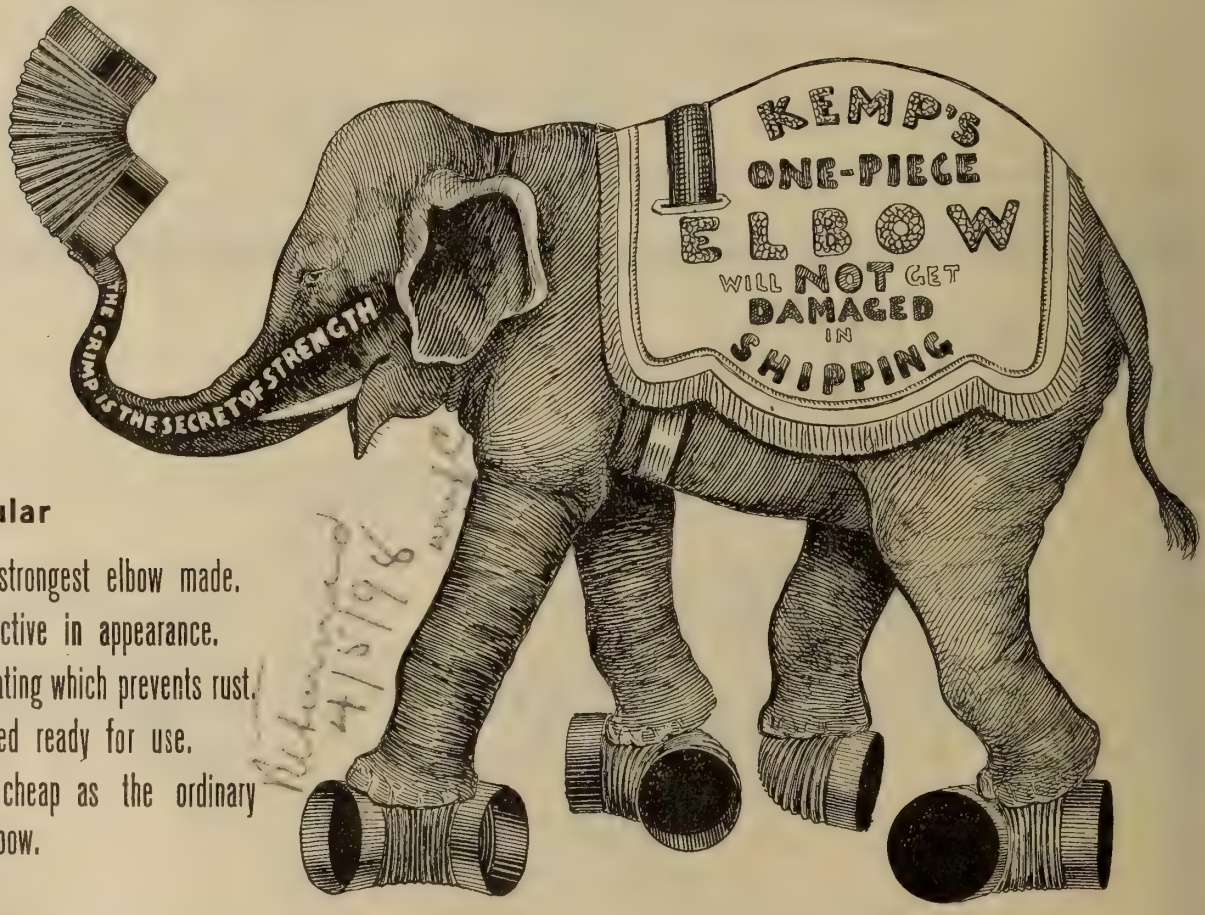
IRON, STEEL, HEAVY HARDWARE.
LUMBERING, MINING AND RAILROADING SUPPLIES.
PICKS, SHOVELS, SPADES, AXES, SAWS AND FILES.

Agents for
Gormully & Jeffery Mfg. Co, CHICAGO.
...Rambler Bicycles.

53 YONGE ST.
161 YONGE ST.

Kemp's Standard One-Piece Elbows

IN TWO QUALITIES—Nos. 1 and 2.
Made of extra quality Smooth Steel.



THIS ELBOW

is Popular

Because it is the strongest elbow made.
Because it is attractive in appearance.
Because it has a coating which prevents rust.
Because it is riveted ready for use.
Because it is as cheap as the ordinary pieced elbow.

The improved process of manufacture produces a short turn, therefore, less material is used, and, consequently, less weight per dozen, **which results in a great reduction in freight, and a reduced cost to the buyer.**

KEMP MANUFACTURING CO., - TORONTO

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JUNE 4, 1898 No. 23

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. - Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

GERMAN SKATES CHEAPER THIS SEASON.

IMPORT orders for skates this season are fully 25 to 50 per cent. greater than they were last, according to agents for leading firms of makers.

As has been the case for some years back, the great bulk of these orders have gone to Germany, and jobbers will have their supplies in stock during June and July, so as to escape the payment of the extra duty that will be imposed on German goods after August 1.

Last year there was a decline of fully 50 per cent., and this year also prices are again much lower than they were in 1897. This, however, only applies to hockey skates, as values on the Acme pattern are practically the same as they were last season. Altogether, there has been a decline of 15 to 20 per cent. in prices as compared with a year ago.

Men who do not hew to the line are sure to be shoved to one side by those who do.

THE LATE GEORGE M'AGY.

THE funeral of the late George McAgy, from the residence, 31 Bishop street, Montreal, to the Grand Trunk depot, on Sunday last, was largely attended by members of the iron and hardware trade, of which the deceased gentleman was a prominent member.

Mr. McAgy was a native of Ottawa, where he had his initiation into the business, afterwards removing to Toronto, where he was for many years connected with the firm of Rice Lewis & Son.

When Pillow, Hersey & Co., the well-known iron manufacturers, decided to appoint a permanent representative in Toronto, they selected Mr. McAgy, and he looked after their interests in that territory for many years, eventually being called to Montreal to superintend the works. Some two or three years ago, Mr. McAgy severed his connection with Pillow, Hersey & Co. to accept a similar position with Peck, Benny & Co., of Montreal, and he was filling this position at the time of his death.

Mr. McAgy was a young man comparatively, being only 47 years of age, and the sympathy of the trade generally is with his widow and three sons who are left to mourn his loss. Mr. McAgy's body was interred in Toronto.

FALLING FROM GRACE.

THERE appears to be something in the sunshine of the Government benches at Ottawa which is so enervating as to leave its occupants with little or no concern in regard to the commercial interests of the country.

When the present Government took office it succeeded an Administration which, during the last few years of its regime, had irritated, by its persistent and continual neglect of their interests, the business men of this country irrespective of politics.

The new Administration, therefore, with the faults of its predecessor before it as an object lesson, might have been expected to be zealous for the good of the business interests of the country from a sense of self-preservation, if for no other reason.

Its preferential tariff was clever, and it appealed to the business men of this country, as well as their confreres in Great Britain, to say nothing of the Imperialists on both sides of the Atlantic.

But signs are not wanting that it is beginning to fall from grace as did its predecessor. And, if it is not careful, it will, like it, fall from power.

The independent element in Canadian politics was never as strong as it is to-day. The business men of the country are gradually recognizing the fact that politicians are as much alike as two peas. Where they differ most is in name and in the fact that the one is in power and the other desires to get in power. When it comes to exhibiting a real and practical concern for the com-

mercial interests of the country both are found wanting.

Good business legislation in this or any other country is dependent upon the watchfulness and energy of the business men, and this watchfulness and energy will be powerful only in proportion to the independence of this business element.

If business men tie themselves to this or that party, following where it leadeth, Governments will always be more or less careless of those interests which are of greatest import to the country.

Evident as it is that the independent sentiment is spreading among the business men of Canada, yet it needs both further expansion and more practical employment. The way in which business measures have been allowed to go by the board during the last session of the Dominion Parliament proves that beyond all question.

WANT CANADA PLATES DELIVERED.

DEALERS who placed their orders for Canada plates are urgently pressing for delivery. Even those who placed import orders for delivery in August are trying to get prompt shipment.

The chief cause of this unusual proceeding is the coal strike in Wales and the fear that their shipments of Canada plates will not be forthcoming when they are due. From what HARDWARE and METAL can gather wholesalers are as far as possible trying to comply with the wishes of their customers.

This concern in regard to shipments is not unwarranted, for advices from Great Britain, as has been pointed out in previous issues, state that a scarcity of Canada plates is not only possible, but probable.

Prices continue to appreciate in the British market, this week's advices noting a further advance of 2s. 6d. to 2s. 7d. per ton in manufacturers' quotations on Canada plates.

GALVANIZED IRON SCARCE.

Galvanized iron of English manufacture is decidedly scarce on the Canadian market. This is particularly true of 30 x 96, 28 gauge.

In "Queen's Head" brand of this size, the demand has been unusually good lately, with the result that importers are now out of stock.

There is an ample supply of galvanized iron of United States make on the market, but, while it is soft, pliable and easily worked, its heaviness, compared with the product of the English mill, makes the demand for it somewhat limited, compared with what comes from the other side of the Atlantic.

BUILDING BRISK IN TORONTO.

There can be no question but that there is a steady improvement in building operations in Toronto. During May, permits to the value of $178,745 were issued in Toronto, as compared with $102,526 in 1897, and $63,515 in 1896.

During the first five months of 1898 the value of the permits issued was $759,765, and to this might be added $50,000 for the new building which is being erected on the site of the John Eaton departmental store, the permit for which was refused, although the contractors were allowed to proceed with the erection thereof by special motion in the council.

This brings the total, for the five months, up to $809,765, as compared with $949,310 during the whole of 1897, and $646,768 during the whole of 1896.

A knowledge of the hardware trade has only begun when a man is able to recognize and name the multitude of articles carried in a well-stocked store.

GALVANIZED BUCKETS DEARER.

Higher prices, after this week, will have to be paid for galvanized buckets.

Some manufacturers are sending out circulars to the jobbers, withdrawing quotations, while others have notified the trade that after June 4 higher prices will rule. As far as can be learned, the actual advances that have been decided upon are about 5 per cent.

The cause of the advance is the dearness of the raw material which enters into the manufacture of galvanized buckets. Steel plates, for instance, are from 10 to 15c. per box dearer than they were a short time ago, while zinc spelter, one of the chief factors in the making of galvanized pails, has appreciated materially in value.

BUSINESS LETTERS.

BUSINESS correspondence should always be dignified, sensible, not sentimental. In Canada there is probably a closer observance of this rule than there is in the United States, although Canadians have still a great deal to learn in this particular.

Quite recently, a well-known manufacturing firm in Canada received a letter from a concern in the United States which is a model of what a business letter ought not to be. It reads as follows, fictitious names being supplied in place of the real :

GENTLEMEN,—A deep feeling of gloom and loneliness gently steals over us every time we glance in the vicinity of your account in our ledger, and note the fact that you have not sent us any orders for electric belt dressing in a long time.

We hope you will have time to carefully glance over the circular, entitled "Power Doubled! Belts Saved!" which, no doubt, will be of interest to you. Four thousand five hundred of the most prominent manufacturers now use electric belt dressing exclusively, as well as five leading manufacturers of leather belting.

We also hope you are now in a position to favor us with an order for some of these goods.

Respectfuly asking you to accord this your kindly consideration and an early reply, we remain,

Sincerely yours,

BLANK MFG. CO.
Per MARY JONES.

DICTATED BY
MARY JONES.

Buffalo, May 4, 1898.

The manager of the Canadian firm which received the above letter possesses a decided streak of humor, as his letter, in reply, shows :

GENTLEMEN,—We beg to acknowledge receipt of your favor of 4th inst., to which our attention is directed as being "dictated by Mary Jones."

This young person (we assume she is young) says that "a deep feeling of gloom and loneliness gently steals over us," etc. This is really too bad, but it is universal, and young people have it badly at times—like the measles and other affections of childhood.

We tender the fair writer our sincere sympathy. We were once young, and have felt the same way ourselves. But it was not owing to the lack of any electric belt dressing. Our dear and departed parents never allowed us to suffer for want of "a good dressing" whenever we needed or deserved it. The dressing they used may not have been, in those far-away days, "electric," but it felt like it. We are thankful that our boyhood days were spent in times when the "power" could not "be doubled" as claimed for your "dressing." Strange coincidence that those halcyon days of youth were spent in Buffalo.

Though the writer has arrived at that period of life which Byron describes as "the sere and yellow leaf," yet his sympathies are quickened by the outpouring of a young and pretty maiden, whose young life has, for any reason, "a deep feeling of gloom and loneliness" stealing over it. The fact being that the writer is a married man, therefore he does not wish to invite a "dressing" in the shape of a "Caudle lecture" were the truth known that he was endeavoring to dissipate "the gloom and loneliness" of a fair correspondent.

With kind regards and apologies to the fair Mary, we are

Yours truly,

PORTLAND CEMENT ACTIVE.

REFERENCE has been made before in these columns to the scarcity and high price of foreign Portland cement. The May report of Tulloch & Co., importers and exporters of cement, London, Eng., gives some information which is interesting in this connection. They state that in Great Britain, Germany and Belgium the current demand is so great that the supply is barely able to meet it. In some cases building and engineering work has been impeded owing to lack of supplies of cement.

In Great Britain the demand is so great that though all mills are running continuously they are weekly refusing orders for thousands of tons. This has resulted in the importation into Britain of over 100,000 tons of Belgian and German cements, which is the more significant when it is known that it is a rare thing for any continental cement to find a market in Great Britain.

Prices of English cement for consumption during the next two months show advances of from 50 to 60c. over April's figures, and it is altogether likely Belgian cements will also advance considerably.

In central and southern Germany the conditions are similar to those in England, but in the North the mills are doing an export business, though they get their own prices.

This demand, after a representative had been sent through Germany and Belgium, by Tulloch & Co., is considered likely to continue as brisk as at present for fully twelve months.

One effect of this condition of affairs has been that a considerable quantity of inferior natural Belgina cements has been offered at fancy figures, but these offers, have, as a rule, been looked upon with suspicion, by those acquainted with the Belgian trade. Tulloch & Co. end their report by advising their customers to secure enough for their requirements during the next few months.

The effect of this scarcity on the Canadian market has not been disadvantageous, for it has resulted in a large increase in the production of Canadian cements, especially Canadian Portland, and has given Ontario firms confidence to extend their business throughout Manitoba and the Northwest.

The production of Portland cement in Ontario has undergone a remarkable development during the last four years. In 1894, the value produced was $61,060; in 1895, $114,332; in 1896, $132,230; in 1897, $170,302. This is the product of two firms, both of which state that the increase this year will be greater than any previous, one of them estimating the probable increase at nearly $60,000.

The production of natural rock cement has also largely increased during the last four years, it growing from $48,774 in 1894 to $76,123 last year.

AGREEMENT ON RIVETS AND BURRS.

CONSOLIDATIONS, agreements, associations, etc., are still developing in the United States.

A circular received in Toronto on Thursday notes that the manufacturers of rivets and burrs across the line have agreed to sell through one agent, and at one price.

The prices quoted are higher than they were under the old order of things, and laid down, say, in Toronto, would cost, compared with the figures at which jobbers are selling to-day, 30 per cent. more than Canadian burrs, and 20 to 25 per cent. more than Canadian rivets.

The extras on ½ and ¾-lb. packages of rivets or rivets and burrs of uniform length are 1c. per lb.; on ¼-lb., uniform length, 2c. per lb.; on assorted lengths in ¼-lb. boxes, 3c. per lb.

As the manufacturers in Canada, in fixing their price, are largely guided by quotations ruling in the United States, it is possible they may make up their figures. It would be well, at any rate, for retailers to keep their stocks well assorted.

The manufacturers in the United States who are parties to the agreement are The Plume & Atwood Manufacturing Co.; Detroit Copper and Brass Ruling Mills, Holmes, Booth & Haydens, Benedict & Burnham Manufacturing Co., Bridgeport Manufacturing Co., and Coe Brass Manufacturing Co.

NEW PRICES ON BINDER TWINE.

Jobbers this week are in receipt of new quotations on binder twine from the manufacturers in the United States.

The quotations range from 9¼ to 10¼c. per lb., and show an advance of from 3 to 4c. per lb. from the lowest point.

Retailers have, of course, received the bulk of their supply of binder twine, and the only orders they are now placing are of a sorting-up nature.

Some of the wholesale hardwaremen are not handling binder twine at all this season, while still others have not touched a pound this year.

The talk of a shortage of binder twine is pooh-poohed by most authorities.

DROPS FROM THE EDITOR'S PEN.

Early closing tends to prevent early demise.

Advertising is the corner stone of business prosperity.

Custom can be killed as easily with a look as with a club.

A man needs to use his brains as well as his boots in business.

The special pastime of yellow journals is to paint the country red.

Dishonesty may save one customer, but honesty will earn a score.

Order is as much a business quality as is the ability to buy and sell.

The industrious man may get tired, but he does not, like the lazy man, tire others.

A man without a purpose in life is like unto a ship on the ocean without a destination.

After the United States gets through with Spain it will still have to fight the battle for Sound Money.

Many a man cannot get credit himself because he has been o'er liberal in giving credit to others.

The merchant who is just to himself as well as to his customers is a man whom the gods smile upon.

Independence in individuals is a good thing, as long as it does not interfere with the liberty of others.

It is to the soldier's interest to watch his enemy, but it pays the merchant best to mind his own business.

It is not necessary that a merchant should live to advertise, and yet it is necessary that he should advertise if his business is to live.

Wealth is a dangerous thing for a young man to start out into life with. Wealth at the start often means poverty in both brain and pocket at the finish.

When a merchant courts trade he must be faithful. Fickle men seldom win in love and never in business.

THE NEWFOUNDLAND CONTRACT.

THE colony of Newfoundland has just concluded, according to an exchange, a remarkable contract which practically puts all its mineral resources—with the exception of the mines already worked, which include only the Tilt Cove copper mines and a few deposits of iron and chrome ore—under the control of one man. This man, Mr. Reid, is a contractor, who has just completed a railroad intended to open up and develop the island, and the colony being unable to pay him otherwise, has mortgaged its minerals to him for a period of years, giving him the right to prospect, to open and work mineral deposits to the exclusion of other comers. The interior of Newfoundland is almost unknown, but the new railroad gives access to a considerable part of it, and opportunities for further exploration.

Promising deposits of coal and iron ore are known already, while petroleum and copper are believed to exist also, with other minerals of less importance. Mr. Reid will also control extensive forests of fine timber. He will have more extensive opportunities than perhaps have ever been lodged in the hands of one man. The point of most immediate interest to English trade is that the contract contains a provision binding the Government of Newfoundland to procure the imposition of a duty upon coal imported into the Colony, and this has very properly been made the subject of a question in the House of Commons by Sir Chas. Dilke. The trade of Newfoundland is not of much consequence at present, but should it be developed, and the iron ores be found suitable for the English market, return cargoes of coal might easily become an important factor in the situation.

WHAT CONSTITUTES A RAPID FIRE GUN.

Rapid fire or quick firing guns are frequently referred to at this time, but few laymen really appreciate the meaning of the term as contrasted with the slow fire breech loader, says the Engineering News. The distinction is not one of size, for the rapid fire system has extended from one pounder projectiles to 4-inch, 5-inch and 6-inch guns, throwing 36, 79 and 100 pound shot or shell. The essential difference is in the method of loading. Instead of opening the breach and inserting the projectile and the powder separately, the latter in a bunting bag, ammunition for rapid fire guns is now prepared as for small arms; the ball, powder and firing primer are united, the powder in a metallic case attached to the shot and the primer in the center of the base of this case. There are a number of types of rapid fire guns, differing in the way this fixed ammunition is fed to the gun and fired. The six pounder (2-24 inch calibre) rapid fire guns of the Hotchkiss, Driggs-Schroeder, Maxim-Nordenfeldt and Sponsel types can discharge 100 shots in 4m. 26s., 4m. 35½s., 4m. 41s. and 4m. 56½s, respectively, or 20 to 25 shots per minute with accuracy of aim. Without attempt at accuracy of aim the rate can be increased to 30 to 35 shots per minute. With 5-inch rapid fire guns, or 70-pounders, 36 shots have been fired in five minutes.

YEA, EVEN SO!

A soldier who is stationed at Ali Musjid, in the Khyber Pass, has been using his eyes. This is extraordinary, but true. Going through the bazaars and examining the goods for sale, he was astonished to find precious few of British manufacture. He found knives from Zidaholm (Sweden), candles from Antwerp, milk (milkmaid brand) from Switzerland, playing cards from Belgium, chocolate from Turin; while America supplied razor strops, shaving and tooth brushes, and Austria provided enameled mugs. The worthy fellow seems surprised, wonder paralyzes him, and he forthwith catechizes himself thus: "Is it for the encouragement of the sale of these foreign articles that we are keeping 10,000 men in and around the Khyber Pass?" Yea, even so.—Hardwareman.

CANADA AND SHEFFIELD TRADE.

Very little is heard now of the Canadian trade in Sheffield cutlery. That has not been so improving a market as was anticipated a year ago. There is some reason to fear local manufacturers are not altogether blameless in the matter. "A letter was shown to me the other day," our Sheffield correspondent writes, "which contained an extract from a Sheffield manufacturer who has been settled for 30 years in the Dominion, where he carries on a manufactory of another description. He says the Sheffield cutlery manufacturers are neglecting Canada, with the result that cheap German goods are largely stocked and bulk in the shop windows. You would be surprised," he writes, "at the number of people who come to me after I get back from England to see if I brought back any knives or razors. I was in a large hardware store the other day when a man came in to buy a razor. He wanted a Wade & Butcher, but they had nothing but German ones." The same writer adds that a Toronto cutlery dealer told him that, if they could get the representation of a good Sheffield manufacturing firm, they would sell out all the German goods they had and get no more.—Hardware Trade Journal.

BUSY BRANTFORD.

Mr. Harry Farr, head salesman for Bishop & Son, Brantford, was in Toronto for a few days recently, visiting his old hardware familiars. To HARDWARE AND METAL Mr. Farr said: "We subscribe to your journal, and it keeps us posted. Trade has been very brisk with us for several months in mechanics' tools, building materials, and especially in paints. It's a cold day when we do not make up a carload of colors from the Canada Paint Co., having sold the "Elephant" white lead for about twenty years. Just now, scythes, forks, and hoes are going out freely, and the advance in binder twine has stimulated buyers, who are afraid sisal and manilla will take another jump."

"Are the factories busy just now, Mr. Farr?"

"Yes. The Massey-Harris, Waterous Engine Works, Verity Plough Co., Cockshutt Plough Works, the Goold group, and others are all running full time, and Brantford is in a healthy state."

SAVE THE STUMPS.

The foreman of a smith's and woodworking shop in a Philadelphia locomotive works has, according to an exchange, instructed the man who changes the carbon in the lamps throughout the works to save the partly consumed pieces and bring them to him daily. After he collects some sixty or seventy stumps, he utilizes them for making a small charcoal fire of great heat and purity, suitable for any kind of special work which will not be perniciously affected by the copper coating on the outside of the carbons. It is believed that this step will be followed by other utilizations of the waste stumps. In cases where the copper coating would be undesirable it might pay, if a large accumulation of stumps could be made, to remove the copper with nitric or sulphuric acid, thus getting an absolutely pure nitrate or sulphate of copper, for either of which there is always a practically unlimited demand in the arts.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

EFFECT OF PREFERENTIAL TARIFF.

THE evident disposition of the Australian colonies to follow the example of Canada, in granting a preferential tariff to British goods, directs attention to the working of the Canadian policy, and it is interesting to note that during the twelve months of last year our trade with the Dominion showed a substantial increase over 1896. Our exports of hardware and cutlery were 10 per cent. larger ; of hoops, sheets and plates, 57 per cent. larger ; tinplates and sheets, 22 per cent. larger ; pig-lead, 56 per cent. larger ; and earthenware and chinaware, 25 per cent. larger. In other lines of trade, also, than metal goods, equally good advances were made. It should be borne in mind that the tariff giving a preference of only 12½ per cent., was operative during only about half the year, and that, owing to our commercial treaties, the products of several other countries were, equally with our own, entitled to the preferential rate. The latter condition will, of course, prevail during the present year until the first of August next, when those commercial treaties expire ; but after August 1, the preferential rate will be 25 per cent. instead of 12½ per cent., and will be accorded only to imports from the United Kingdom, New South Wales and the British West Indian Colonies. If, therefore, the satisfactory advance under the circumstances prevailing during the latter half of 1897 was due in any considerable degree to the preferential tariff, our trade with Canada ought to show a most substantial gain in the latter half of 1898.—HARDWAREMAN, London.

STEEL TUBE PROCESS.

At a recent meeting of the Cycle Tube Manufacturers' Co. in London, Mr. Hooley announced that he had secured a license—one of six that has been issued—for manufacturing weldless tube by a new and improved process. A bicycle paper gives the following account of the invention : The process is confined to fine gauge tubes, such as are used for cycles, and consists of an improved method of drawing. By the old method, owing to the necessity of oiling, annealing, and pickling after each operation on the draw benches, the time occupied in turning out a 22-gauge tube was something like a fortnight. By the new system, this tube can be produced straightway in about half a dozen passes.

By a special chemical treatment, the tube is tinned or galvanized, and when completed presents, both inside and out, a bright polished surface. The tube is produced ready for the enameling or plating process. This means to the cycle manufacturer doing away with the labor and risk entailed in polishing the frame. Polishers are among the highest paid workmen in a cycle factory, for the simple reason that great care and experience are required in brightening the surface of tubes of paper thickness. Thus the saving of labor and responsibility to the cycle manufacturer is a consideration which should at once commend bright tube to the buyer.

IT'S A PAINT FOR PAINTERS

Practical Painters we mean. That's what **S.W.P.** is. It is a better paint for painting than any painter can mix for himself. We don't care who he is. We have proved this claim time and again, and can prove it any time.

If you have any idea that ***THE SHERWIN-WILLIAMS PAINT*** prepared is a cheap mixture, you are all wrong.

It's the best paint for painting that has ever been made. Best to cover. Best to wear. And best for appearance.

We are not the only ones who claim this. We have many customers, and know many painters too, who claim even more than we do for **S.W.P.** Are even more enthusiastic than we are over its merits. It makes friends—staunch ones—everywhere.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers,

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

WALTER H. COTTINGHAM,
Managing Director Canadian Dept.

PATENT REPORTS.

Below is a list of patents recently granted through Marion & Marion, solicitors of patents, and experts, New York Life Building, Montreal : 60,053, A. Lanstram, Hope, B.C., oar lock ; 60,055, Aurele Noel, Pointe au Pere, P. Q., oar lock ; 60,067, William V. Chisholm, Ashdale, N. S., wrench ; 60,070, Jos. Cadieux, Montreal, envelope ; 60,095, R. B. Stevenson, Victoria, B.C., swimming and life preserver.

The majority of the business men of Nelson, B.C., have agreed to close their places of business at 6 or 7 o'clock each evening during the summer months, and the Nelson Economist suggests that they go farther, and close up one afternoon in the week. Kamloops, B.C., merchants have arranged to close every Wednesday afternoon during the summer.

U. S. MINERAL STATISTICS.

The Engineering and Mining Journal, of the 28th ult., reported that the total value of the mineral production of the United States in 1897 was $678,966,644. This shows an increase over 1896 of only $199,000, which was due to the lower prices prevailing during the year, the quantity being greater in most cases. The notable items of this production were $59,210,795 gold, $37,755,815 silver, 200,257,243 tons of coal, 510,190,719 pounds of copper, 197,712 tons of lead, and 9,652,680 tons of pig iron.

The largest single item in value was coal, which in round numbers was $206,500,000. Pig iron came next with a valuation of $92,677,000, gold third, $59,210,795, and copper fourth, $56,325,055.

HABERDASHERY VS. IRONMONGERY

In a Departmental Store.—Lady purchaser, at the hardware counter : "I want to see some garden hose with a patent nozzle."

Garrulous salesman (borrowed from the dry goods section) : "Yes, mar'm. We have them all wool and a yard wide, war ranted not to rip, wear or tear. What size do you take ?" RIP SAW.

TRADE CHAT.

THERE are now 25 English companies actively interested in the north-western gold fields of the Province of Ontario. These companies were organized after expert engineers had been over the district, and had reported favorably to their principals. Other companies are now being formed. It is stated that over eight times as much bullion is turned out every month now as two years ago, and proportionate increases are yet expected.

M. Keating is building a new hardware store at La Riviere, Man.

Petrolia, Ont., papers state that business is picking up excellently in that town.

The Bushnell Oil Co. is enlarging its Sarnia refinery so as to almost double its capacity.

J. M. Clark, hardware dealer, Smith's Falls, Ont., has been elected president of the Sunday School Association of Lanark county.

Fulton Beverly, hardware dealer, St. John, N.B., committed suicide on Sunday, last week.

During last week, an average of thirty cars of freight per day was shipped from Wiarton, Ont.

The cost of the building and machinery for the new brass foundry in St. Thomas, Ont., will be $4,000.

The erection of the new elevator in Goderich, Ont., to replace the one destroyed by fire some time ago, has been commenced.

Bridgeburg, Ont., merchants intend closing their stores during the summer at 7.30 p. m., except on Saturdays, commencing June 15.

Immigration returns show that more than 15,000 settlers have entered Canada since January 1, 1898, of which number 2,000 were booked for the Yukon.

Pure raw linseed oil is one of the best and most soothing healers for a fire burn that can be used. Bathe and saturate the first wrapping, then wrap to exclude the air.

The traffic on the Welland canal this year is said to be the greatest in the history of that waterway, the increase being largely in the quantity of grain carried through it.

D. K. McLaren, manufacturer of leather belting, etc., Montreal, has secured the order for supplying the belting for W. Doherty & Co.'s new organ factory at Clinton, Ont. The order is a large one, amounting to over 3,000 feet.

There are now 105 producing wells in the Corsicana oil field, Lambton county, Ont., and 16 dry holes. The total output daily is in the neighborhood of 1,350 barrels. There are now being drilled in the old field 30 new wells.

A Napanee, Ont., bicycle agent computes the number of bicycles sold this season, in that town, at 200, at an average price of $60, an expenditure of $12,000 for wheels.

The British consul at Dusseldorf, Germany, has reported to the Imperial Government that he had compared the catalogues of a German firm, one for circulation in Germany, the other in England. The German price was £13 15s., and the English for the same article was £24.

W. Greey, of the firm of W. & J. G. Greey, manufacturers of milling machinery, Toronto, recently stated to The Winnipeg Free Press that the demand for machinery, boilers, etc., is brisk, owing chiefly to the Klondyke trade. A number of Toronto firms have gangs of men putting together steamboat machinery on the rivers of Yukon. The demand for milling machinery continues brisk.

NEW STORES STARTING.

O. St. Jean is commencing business as hardware dealer in Montreal.

W. Bourgeois has opened out in business as harness repairer in Moncton, N.B.

The St. James Hardware Co. has commenced business as hardware dealers in Montreal.

Wagner & Co. have commenced business as hardware merchants in Vancouver. Their premises will be known as the "Central Hardware Store."

"The profit is worth having."

et the profit.

Goodrich-Resflex tires have real profit for the retailer.

The sale of a pair doesn't mean the expense of free repairs afterward.

You aren't being "run down" by dissatisfied customers.

They give you a profit and a good name—they make your business prosper.

You can sell 'em yet, if you'll only write us now.

TRADE MARK

The Goodrich-Resflex is the best of the Goodrich-made Tires.

American Tire Company, Limited
164a King Street West, Toronto.

"Gilbertson's" Tinplates

Brands

"GILBERTSON'S," "PARSONS," "PONTERDAWE,"
"LINCOLN," "COMET," "REGINA," "GWYNED."

All are made of BEST SIEMEN'S STEEL, and enjoy a great reputation for **softness, ductility** and **deep stamping qualities.** Are EXTRA WELL COATED with Tin, and are best for Canners of Meat, Fruit, Fish, etc.

"Gilbertson's" Terneplates

"REGINA" brand.

"Gilbertson's" Galvanized Sheets

"COMET" brand.

Patent Flattened, True to Gauge, Superior in Quality and Finish.

—ALSO—

Imitation Russia Sheets and Best Siemen's Steel Sheets.

ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

H. S. HOWLAND, SONS & CO.

WHOLESALE MERCHANTS

37 Front Street West — TORONTO

Pure... Paris Green

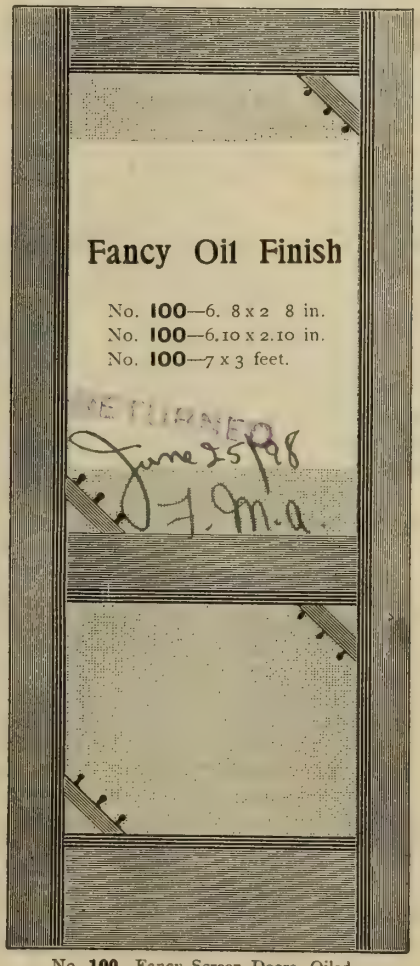
Paper, ¼, ½, 1-lb.
Iron Drums, 25 and 50-lb.
Casks, 250-lb.

Window Screens and Doors . .

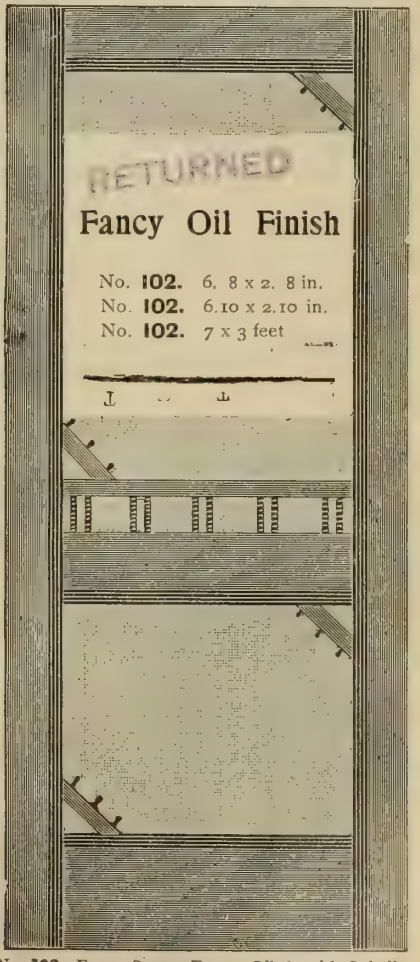
Perfection Screens.

No **2**—18 in. High, extends 20 to 33 in.
No **3**—18 in. High, extends 24 to 40 in.
No. **4**—24 in. High, extends 24 to 40 in.

3 Panel



No. **100**—Fancy Screen Doors, Oiled.



No **102**—Fancy Screen Doors, Oiled, with Spindles.

Samson's Steel Green Wire Cloth.

In Rolls 16⅔ Yards. 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 42 inches wide.

Orders Shipped Promptly.

H. S. Howland, Sons & Co., Toronto

Our Prices Are Right.

GRAHAM Wire and Cut Nails are the Best.

AN INTERESTING INTERVIEW.

A GOOD illustration of what can be accomplished by push and enterprise in a short time is the position acquired in Canada, in the last couple of years, by The Sherwin-Williams Co., manufacturers of the Sherwin-Williams paints.

Believing that some information regarding their methods and business would be interesting and profitable to the readers of HARDWARE AND METAL, a reporter was detailed to interview Mr. Walter H. Cottingham, the managing-director in Canada, who is the one responsible for the work accomplished here.

Mr. Cottingham was found at the handsome offices of the company, 21 and 23 St. Antoine street Montreal. On entering their place of business one is immediately impressed with the business-like appearance and great activity of the whole place. It has an air of success about it. Such is characteristic of the entire business.

Having explained my mission to Mr. Cottingham, he expressed his willingness to give any information regarding their business and methods, that might be considered interesting.

"We understand, Mr. Cottingham, you have met with good success in introducing the Sherwin-Williams paints in Canada?"

"I am glad to be able to tell you we are highly pleased with the progress we have made so far. We are also much encouraged with the prospects ahead of us. Canada is a good field for paints, and, with better times, painting will be much more liberally employed, simply because it pays to paint—especially with good paint."

"Will you say to what you attribute most your success in Canada?"

"Our success is the result of our making a good paint and pushing the sale of it harder than any paint has ever been pushed before."

"What are your methods of pushing the sale of your goods?"

"It would take me a long time to explain to you the variety of methods we employ to get business, and increase the use of paint. Our system is complex, yet simple and thorough. It is the result of many years' experience and careful experiments. It is such that only a large organization, as we have, could make it profitable."

"Can you not give me some idea of the workings of your system?"

"Well, we aim to reach all the people who paint, or ought to paint. This includes property owners, householders, practical painters, architects, and anyone who has to do with buildings and structures. We show them the advantages of painting; tell them the best kind of paint to use, and how to use it."

"How do you reach all these people?"

"By advertisements of different kinds. I believe advertising is the most important department of any business to-day, whether it's paints, hardware, dry goods, medicine or any other kind of goods that are made to sell. There is no good business that cannot be increased and made better by good advertising. The trouble is that most people do not appreciate the importance of advertising to business. They think it is some fake, or some mystery to be avoided. They do not realize that it is a real, live, practical factor in trade; something that must be learned; something that requires as much ability, brain-power and hard work to master as any other branch of business. Great advertisers are made of the same kind of stuff that great financiers and great statesmen are made of. As much ability, as much industry, as much energy is necessary to succeed in one position as the other.

"In my opinion it is just because advertising is so little understood, and so greatly misunderstood that there is a great opportunity for any man and any firm in any business, who properly apply advertising to their business, to acquire a position far in advance of competitors who don't."

"What kind of advertising do you believe in most?"

"All kinds. Of course some are better suited to one business than others. Every man must find out for himself what is best suited for his business, lay his plans accordingly, and then fire away persistently. It requires nerve and great faith in your business, and great faith in your goods to advertise them successfully. If a man hasn't got such faith in his goods and his business then he had better not advertise them. He ought to either change his business or get out of it."

"What kinds of advertising do you use in selling your paints?"

"We use a great many kinds. Principally newspapers, magazines, trade papers, posters, circulars, signs, and a great variety of color cards. We try to have everything we turn out in advertising and printed matter better than anybody else's. We spare no expense to accomplish the effect and results we wish to attain. The paints we advertise are of the highest quality, and we try to have our advertising reflect their good quality. We do not confine ourselves to any straight lines. We strike out and make use of every opportunity that offers to make known the merits of the Sherwin-Williams Paints."

"Is there any one of your advertising methods that have brought you greater results than others?"

"It is always hard in advertising to trace results exactly. We cannot put our finger on anything and say it has paid us handsomely. You see, it is the combination of all; for each method we employ is designed to work with the other, to help the other. This is what brings us results. Our posters and signs help our newspaper and magazine work. Our circulars and cards help our dealers and agents. Our trade paper advertising interests new dealers, and keeps alive the interest among old dealers. We have a very complete method of following up all enquiries and results obtained from our general advertising. This means a lot of work, but we know once we get a man to use our paints, we have him solid for ever. That is not all; he recommends us to others. We especially help our agents in starting trade in their town. We try to show them the importance of handling a good article, and we try to show them how to push it. I do not hesitate to say, the work we are doing has helped largely to increase the use of paint all over Canada. It

Emery and Hardware Specialties

Hamilton, Ont. COOKE HARDWARE CO.

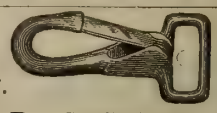
PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

Covert Mfg. Co.



West Troy, N.Y.

DERBY SNAP Canadian Patent, April 3 1897.

With Plated Rust Proof and Guarded Spring, "The Latest and Best." Sold by all Leading Jobbers in Canada.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets Norway Iron and Steel, Wheelbarrows, etc,

TAKE YOUR PICK

You are the buyer. If you are not already a customer, we ask you to give us an opportunity to compete for your trade in . . . .

Wooden Handles

..and..

Turned Goods

including **AXE, FORK, RAKE, SHOVEL, HOE, HAMMER,** etc., etc.

Our handles are thoroughly seasoned, finished perfectly, and second to none.

Write for Price Lists and Discounts.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

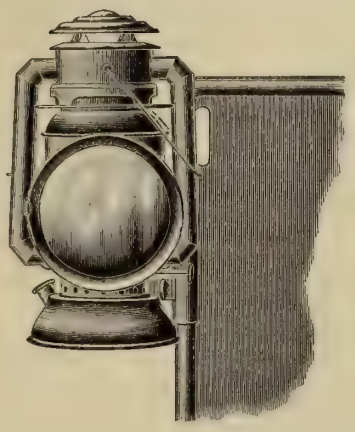
W. C. CRAWFORD

Tilbury, Ont.

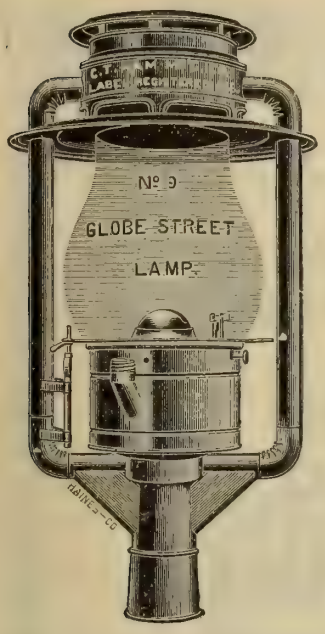
HAM'S
No. 18 Driving Lamp.

"THE DOCTOR'S FRIEND."

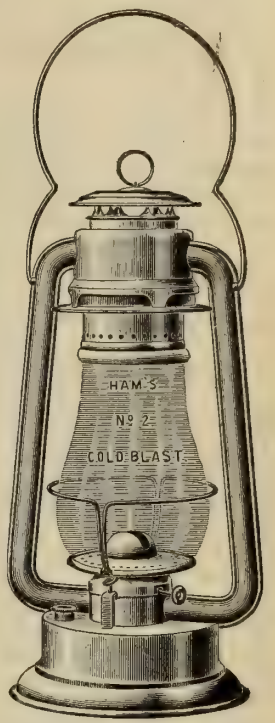
If you have never used Ham's Lanterns or seen them burn it will pay you to specify "Ham's" the next time you order. You will never be satisfied with any other make. Prices help make them so popular.



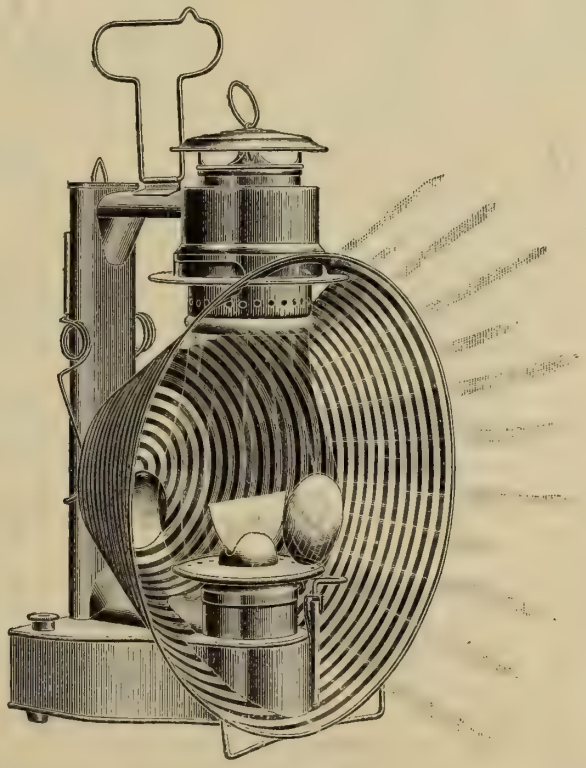
Showing Lamp in position on end of dash. Can be used on front of dash also, by means of spring on back of dash.



We guarantee every Street Lamp we make to give perfect satisfaction, and we know they have no equal. Automatic extinguisher. First-class for summer resorts—not affected by the wind.

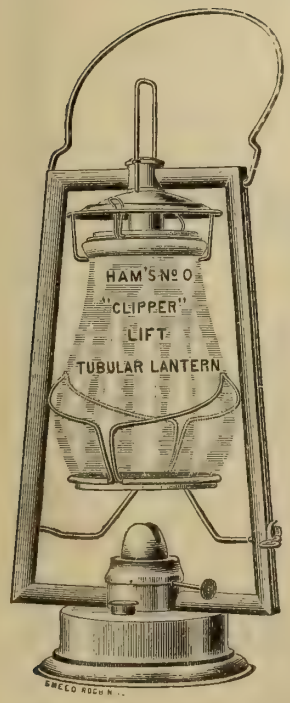


This is the **ONLY** original **COLD BLAST** lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities. A good lantern for use around windy places—a great seller.



Ham's No. 20 Search Lamp.

Finished in blue japan finish with bullseye or plain globe, as desired. Specially adapted for use on lawns, picnic grounds or summer resorts. Gives a magnificent light and burns so steady in strongest winds.

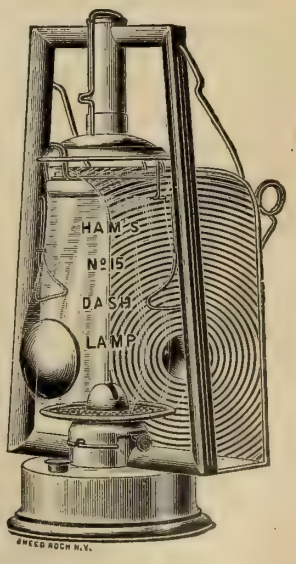


"Slickest thing out." Takes No. 0 globe, 5/8 wick, locked burner. Most popular lantern made. Everybody likes it and you can't blame 'em.

We Sell to the Jobbing Trade Only.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.



A good combination lantern. Can be used as a common hand lantern or dash-board lamp. Finished in plain tin or blue japan, with plain or bullseye globe.

makes people think of painting. In this the whole paint trade is benefited."

"I understand you only make one quality of paint?"

"That is quite true. We make many kinds, but only one quality of each kind—the very best we can make. We believe implicitly, and, indeed, it is an admitted fact, that the best paint is in every way the most desirable, and, especially in the end, it is the most economical.

"Just let me say here that any goods to be successfully advertised must fulfil every claim made for them, and, if possible, surpass them—but must never fall short. They must never be misrepresented. If the goods are not as good as claimed, all the advertising, and the best advertising, in the world will not make a success of them."

"How about prices?"

"Our prices are higher than others, but our paints are worth what we charge for them. Here, again, I might say that I firmly believe no goods can be successfully sold by advertising, or any other methods, that are not worth every cent that is asked for them. In painting, the labor of applying the paint far exceeds the cost of the material, so the best paint, the one that will stay on the longest and not require repainting for the longest period, is the most desirable—the most economical. That is why cheap paint is expensive."

"Do you look for continued increase in your business here?"

"Most decidedly, we do, and we are preparing for it, too. This year, owing to the large increase in the demand for our goods, our capacity, both at our St. Antoine street factory and our factory on St. Patrick street, has been over-taxed. We are now negotiating for more room, and large additions to our plant. We expect to double our capacity."

"Now, Mr. Cottingham, as you use the pages of HARDWARE AND METAL I would like to know your opinion of our paper as an advertising medium."

"I have no hesitation in saying, and take pleasure in doing so, that I have always been well pleased with the results obtained from our advertising in HARDWARE AND METAL. I was in the first copy that was issued, which is a good many years ago now, and, with the exception of a few months, have been in it ever since. Your paper does credit to your people and the trade it represents. It is well edited, well printed and well read. I think its value and success is due to the fact that it is full of interesting and up-to-date helpful matter. I believe any hardware merchant who will thoroughly and constantly read your paper will become a better hardwareman and a better merchant, and make more money. I believe it's the thoughtful, painstaking merchants who read trade papers—those who want to improve their business and become better businessmen. These are the people whose accounts are worth having, and that's why I believe in trade paper advertising."

THE DOMINION BANK.

One indication of the commercial prosperity at present being felt in Canada is to be found in the reports of the chartered banks. The report of the annual general meeting of the Dominion Bank shareholders will be read in another column. This institution, as is well known, is an old and rich bank, its reserve fund being equal to its capital, a unique and satisfactory feature which makes a financial institution practically impregnable. The business of the Dominion Bank during the past year has resulted in a clear net profit of $182,462. The balance carried forward, after the payment of four quarterly dividends, was $32,388, against a similar balance last year of $29,925. The bills under discount and call loans amount to $10,709,000, and the note circulation is $1,264,016. The assets of the bank are very large, and the price of its stock in the money market indicates an unequalled position. The annual statement is instructive and inspiring.

IRON WORKS FOR GUELPH.

HERALD, GUELPH: "Mr. J. B. Brown, of Toronto, Canadian representative of an American and Canadian capital company, visited the city recently, and interviewed the Mayor and many prominent citizens. The company have a capital of $500,000, and wish to establish a smelting furnace in a good Canadian city. The company will also manufacture iron and Bessemer steel.

"Speaking to His Worship the Mayor, Mr. Brown said that Guelph would be a most desirable location. The smelting process required large quantities of lime, and this city is naturally favored with this article. He also stated that such a manufacturing establishment should make Guelph another Birmingham, as other industries would be sure to grow from this one.

"As soon as the works get into operation, 500 men will be employed, Mr. Brown declares, and within two years the number of hands would be from 750 to 1,000. This is the same company that have been negotiating with Belleville. They would prefer Guelph, Mr. Brown says, if suitable arrangements can be made. The company want a bonus of $50,000. They would buy the rolling mills and spend the amount of the bonus in erecting additional buildings.

"A combined meeting of the city council and board of trade will be held in the city hall, to consider what the city can do with the proposals which Mr. Brown will then make."

A DEBT-COLLECTING AGENCY.

One of the difficulties experienced by merchants doing a credit business is the cost of collecting accounts. The Ontario Mercantile Agency, Limited, 18 Wellington street east, Toronto, advertises in another column that it is prepared to collect accounts at a fee of 10 per cent., making prompt returns, and reporting monthly.

A NATURAL GAS VEIN.

After drilling 103 feet, 53 feet of which were through solid rock, a vein of natural gas was struck on the property of Sandy McVean, miller, Dresden, Ont., which, when tested, showed a pressure of 38 pounds to the square inch. As no water was discovered while drilling, the well is expected to be a lasting one, and if it proves to be so, it is estimated will effect a saving of $1,000 a year in fuel to Mr. McVean. Other tests will be made in Dresden.

THE CANADA PAINT COMPANY LIMITED

GIVE
CLOSE
ATTENTION
TO
LETTER
ORDERS

MONTREAL
TORONTO
VICTORIA

THE CANADA PAINT COMPANY LIMITED

MANUFACTURE
HARD
OIL
FINISH
VARNISHES
AND
JAPANS

LARGE
STOCKS
QUICK
SHIPMENT

THE CANADA PAINT COMPANY LIMITED

"FULL TIME"

Our work is done. It's now time for you to act. We have endeavored to enforce upon you for several months, facts regarding

White Mountain Freezers

and if we haven't convinced you that it will pay you to handle them, we surely must have convinced your neighboring competitors, for our sales have increased beyond any past record.

The dealer who doesn't sell **White Mountain Freezers** this season is hardly in the procession at all, for dealers the country over have purchased quantities of them, which indicates that the public demands them.

Why not give your customers what they want, and will have? Pocket the sure profit you can make, and rest assured that every freezer sold will up-build your reputation for selling only the best goods.

You can learn all about them from our agents.
Write to-day. Get fresh information and prices on these goods.

Sole Agents for the Dominion:

THE McCLARY MFG. CO.
London, Toronto, Montreal, Winnipeg and Vancouver.

H. S. HOWLAND, SONS & CO.
TORONTO

MANUFACTURED ONLY BY

The White Mountain Freezer Co., **Nashua, N.H.** U.S.A.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 3, 1898.

HARDWARE.

TRADE in general hardware, while it shows some decrease in volume, is still fairly active. This is particularly the case with the demand from Manitoba, the Northwest and the Coast, orders from these sections exhibiting little or no diminution as yet. Values with one or two exceptions are steady, this being notably the case in cordage. Wire nails, however, are irregular in tone, but other lines are steady.

BARB WIRE—Trade in barb wire has been fair and prices unchanged, at $2 f.o.b. Montreal. Stocks here are well reduced.

PLAIN WIRE — The situation of plain wire is unchanged, oiled and annealed, moving in a quiet way, while galvanized wire has been asked for to a considerable extent. Discounts are unchanged.

WIRE NAILS—There has been a fair demand for wire nails, but prices are somewhat unsettled, for, we understand, that less than $1.90 f.o.b. here has been accepted for jobbing lots, and that round lots are obtainable at $1.80.

CUT NAILS—There is a fair enquiry for these, and the base price is unchanged at $1.85 f.o.b. here.

HORSE NAILS—Business is quieter than it was, and discounts remain at 50 per cent.

HORSESHOES—Trade is of a quiet character. We quote: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—Continue steady as last quoted. Discounts are: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—Business fair. Discounts are as follows: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 75 per cent.

RIVETS — A steady trade is doing. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — Fairly active and steady, the base price being 20c.

CLOTHES WRINGERS—Moving in a quiet way on the basis of $29.

FREEZERS—Continue unchanged.

CHURNS—A fair demand is noted for Leader churns.

HINGES—There is a good demand for these, sales of 6 to 12 at $3.12 and 14 inch at $2.30 being noted.

GREEN WIRE CLOTH—In active enquiry and prices very steady.

SPADES AND SHOVELS—There is a fair enquiry for these.

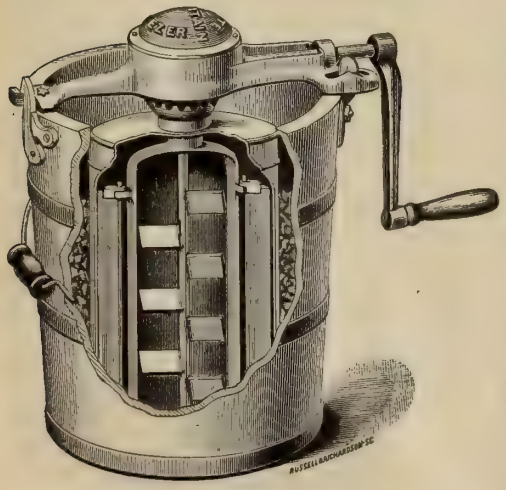
TOOLS—Sorting orders for tools of all kinds still contribute a good volume of business.

BUILDING PAPER—Unchanged.

WE SUPPLY EVERYTHING required for the Stove and Tinware Trades.

"White Mountain" Ice Cream Freezers

11 Sizes (1 to 25 qts.) with crank handle,
3 Sizes (15, 20 and 25 qts.) with fly-wheel.



Their Materials Are Right.

Their Principle Is Right

Their Reputation Is Right.

They have the celebrated Duplex Dasher with self-adjusting wood scraping bar. All gearing covered.

Freezes Cream in Four Minutes

making it finer and smoother than any other freezer.

"MODEL" REFRIGERATOR SAVES ICE.

Seven sizes for domestic use.

Any size to order for hotel or store use.

Their System of Ventilation keeps Victuals Cold and Healthful.

Made of two walls of hardwood, between which is charcoal sheathing, and lined inside with zinc, makes the body four thicknesses of non-heat conducting materials.

Finished "Rich Antique," and trimmed with solid bronze locks and hinges.

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

VANDERGRIFT
APOLLO
IRON & STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

Return to your jobber at his expense any sheet, or part of a sheet, that has any defect of any sort whatever.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Drain Pipes and Connections
Sewer Bottoms (Inverts)
Farm Tiles
Oakum and Gasket
Portland Cements
Contractors' Supplies.

F. HYDE & CO.
31 Wellington street, MONTREAL

Abbott & Co.
FACTORIES
...MONTREAL

CUT NAILS
Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

CUTLERY — Remains as reported last week.

SPORTING GOODS — The same remarks apply to these.

SHOT—Unchanged, with business quiet: Dropped, 6c.; chilled, 6½c., and buckshot, 7c. less 7½ per cent.

CORDAGE—The strong tendency in rope is as marked as ever, and sisal is higher this week. We quote: Sisal, 7-16 and up, 9¼c.; ⅜, 9¾c.; 5-16 and ¼, 10¼c., and 3-16, 10¾c.; manilla, 7-16, 10½c.; ⅜, 11c.; 5-16 and ¼, 11½c., and 3-16, 12c.; lath yarn, 7c.

CEMENT—The cement market has been quiet, but firm during the past week. Advices from abroad state that the demand continues active from all quarters, and English makers generally, are finding it impossible to fill orders promptly; in fact, some of them will not accept orders at any figure. On the other hand, however, a few Belgian and German manufacturers are accepting new business to a limited extent. We quote: English brands, $2.25 to $2.35; German, $2.30 to $2.45, and Belgian, $1.80 to $2 per bbl., ex wharf.

FIREBRICKS—There is no change in these, demand ruling light and prices steady at $16 to $21 per 1,000 as to brand, ex wharf.

METALS.

Metals and heavy iron generally rule quiet, but firm, with no quotable changes in values.

PIG IRON—Somewhat lower prices have been accepted lately for domestic iron, some 1,500 to 2,000 tons of No. 1 Hamilton selling at $15. Scotch pig is quiet and unchanged. We quote: No. 1 Hamilton, $15 to $15.50; No. 2, $14.50 to $15; Ferrona, $14.50; Siemens $14.50, and Summerlee and equal brands, $16.50 to $17, ex wharf.

BAR IRON—This line is still selling in car lots at $1.40.

BAND IRON—As last reported at $1.75.

HOOP IRON—Enquiry light at $2.

SHEET IRON — Trade quiet. We quote: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL — Without particular change. We quote as follows: 12 gauge, $2.15 per 100 lbs.; 16 gauge, $2.30; 18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—In fair enquiry and firm. We quote: Composition waste 7½c., and lead pipe 7c., with discounts 25 per cent.

GALVANIZED IRON — In good demand and firmly held. We quote: Queen's Head, No. 28, $4.10 to $4.25, and Comet, $3.75.

Established 1866.

A. C. Leslie & Co.
Iron, Steel, Metals,
Tinplates, Wire,
Railway Supplies, etc.
Board of Trade Building, MONTREAL

We are headquarters for everything we handle, and claim all our brands to be FIRST CHOICE.
Inquiries solicited from wholesale buyers.
Sanderson's Tool Steel in stock.

Trace Chains...
Our new Trace Chains have stood every test. They are the strongest and best chain on the market. Every pair guaranteed. Place your order early.
For sale by all Jobbing Houses.
The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Window Glass

We have a large shipment just to hand, and supply all sizes. . . .

SANDERSON PEARCY & CO.

TORONTO

TINNED IRON — Stocks light and prices firmly held.

PIG LEAD—Firm abroad, but not quotably changed here from $3.80.

INGOT TIN — Has been cabled rather easier, but spot quotations are unchanged on the basis of 16½c.

INGOT COPPER — Quiet and steady at 13 to 13½c.

SHEET COPPER — Dull, but steady, at 16½c. for 14-oz., and 15½c. for 16-oz.

CANADA PLATES—Trade is rather lighter than it was, but prices continue firm. We quote accordingly: 52's, $2.15 to $2.25; 60's, $2.25 to $2.30, and 75's, $2.30 to $2.45.

TIN PLATE — Some makers are asking advances for fall shipment, and the market continues very firm. We quote as follows: Coke, I.C., $2.90 to $3.25; charcoal, I.C., Allaway or Comet brands, $3.50; do, I.X., $4.10 to $4.25; Lincoln, $3.75; P. D. Crown, I.C., $3.95; do. I.X., $4.95; Bradley's, $5.75.

TERNE PLATE — Unchanged, at $6 to $6.25.

COIL CHAIN—Quiet and steady: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½ inch, $3, and ⅝ up, $2.85.

SHEET ZINC — Dull and unchanged at 5½c.

SOLDER—Firmly held at 11 to 11½c.

SPELTER—As last quoted; Vieille Montague, $5.25, and American, $5.

ANTIMONY—Cask lots are selling at 9½c.

IRON PIPE — As last reported: Black pipe, ¼-inch and ⅜-inch, $1.90; ½-inch, $2.20; ¾-inch, $2.65; 1-inch, $3.65; 1¼-inch, $4.75; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.75; ¾-inch, $4.25; 1-inch, $6.25; 1¼-inch, $8.25; 1½-inch, $11.50, and 2-inch, $16.

SANITARY WARE—Without new feature.

GLASS.

Enquiry for window glass is not quite as brisk, as buyers are pretty well supplied. We quote: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

Demand for paints of all descriptions has been fully maintained, enquiry for white lead from the general painting trade being good, although prices are higher than in former years. Standard brands of mixed are also in fair request. The warm weather has greatly stimulated the demand for Paris green which is now being actively shipped to all points. No changes in price are to report for the week. Linseed oil is rather easier at supply points, but the arrivals are not more than sufficient to cover actual wants, which keeps prices steady. Turpentine is also reported quiet, with no change in price, but the outlook is toward a slight decline. Carriage paints and varnishes are selling freely at schedule prices.

WHITE LEAD—Best brands, Government standard, $5.62½; No. 1, $5.25; No. 2, $4.87½; No. 3, $4.50.

DRY WHITE LEAD—$4.75 in casks; kegs, $5.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 47c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c.; 1-lb. tins, 18½c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—Quiet at 10 to 10½c.

SEAL OIL—Unchanged, at 45c.

COD OIL—Supplies light, and prices firm at 40c.

NAVAL STORES—Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Beef hides have advanced 1 to 7c. for No. 1, 8c. for No. 2 and 7c. for No. 3. Lambskins are higher at 20c. each.

PETROLEUM.

Quiet and unchanged. We quote: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small ots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in car lots, and 19c. in small quantities.

MONTREAL NOTES.

Lower prices have been accepted on both domestic and British pig iron here this week.

Western buyers were purchasers in this market of 2,000 barrels of Belgian cement this week.

Arrivals of cement this week are 22,946 Belgian and 300 English, while 47,000 firebricks were received.

Cables from makers on tin plate continue firm, and some makers ask an advance on present rates in the case of orders for fall shipment.

The ss. Strathmore, from Antwerp, arrived this week with the largest cargo of cement on record. She had 19,500 barrels, of which 15,000 were for McNally & Co.

ONTARIO MARKETS.

TORONTO, June 3, 1898.

HARDWARE.

BUSINESS continues in a satisfactory condition, there still being a good turnover in lines appertaining to hardware. The most unsatisfactory feature is profits, which are not as large as the trade would desire. However, even in this latter particular the tendency is in the direction of more satisfactory conditions. The high price of rope is still maintained, and new and higher prices on binder twine have this week been issued by the manufacturers in the United States. Business in barb wire has fallen off a little during the week, but in ordinary wire fencing trade is being well maintained. Trade is fairly brisk in wire nails, but there is not as much doing as there was a week ago. A material improvement in the demand for horseshoes is to be noted. A brisk trade is being done in churns, and in clothes wringers an improvement is to be noted. There is still a scarcity in the cheaper kinds of spades and shovels. Harvest tools are still going out well. Gas stoves are in active request. So is garden hose.

BARB WIRE, ETC.—Trade has fallen off considerably during the past week, although some business is still being done. We quote: $1.80 f.o.b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—Trade continues active in oiled and annealed. A

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

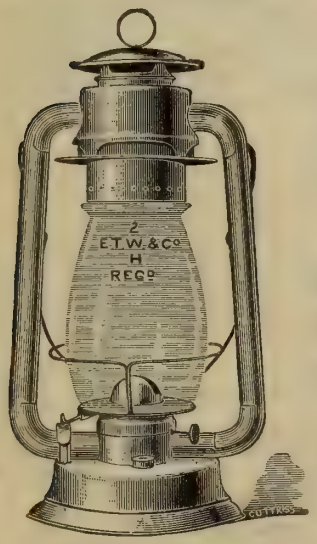
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

"THE DAISY"

Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than all** other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED.
Headquarters, London, Ont. Eastern Branch, 60 McGill St, Montreal, Que.

E. T. WRIGHT & CO.



Manufacturers of . .

Tubular and Cold Blast Lanterns

Bird Cages
Mouse Traps
Flour Sifters

Stamped Re-tinned and Japanned
...TINWARE

HAMILTON - CANADA.

EVERY ONE ADMIRES
OUR . . .
METALLIC CEILINGS

Sample Design

All our designs are artistically beautiful, and we make an immense variety to suit everyone's taste, for any building.

Our metallic finish is easily applied—is used for side walls as well as ceilings—and is fire-proof and hygienic as well as enduringly handsome.

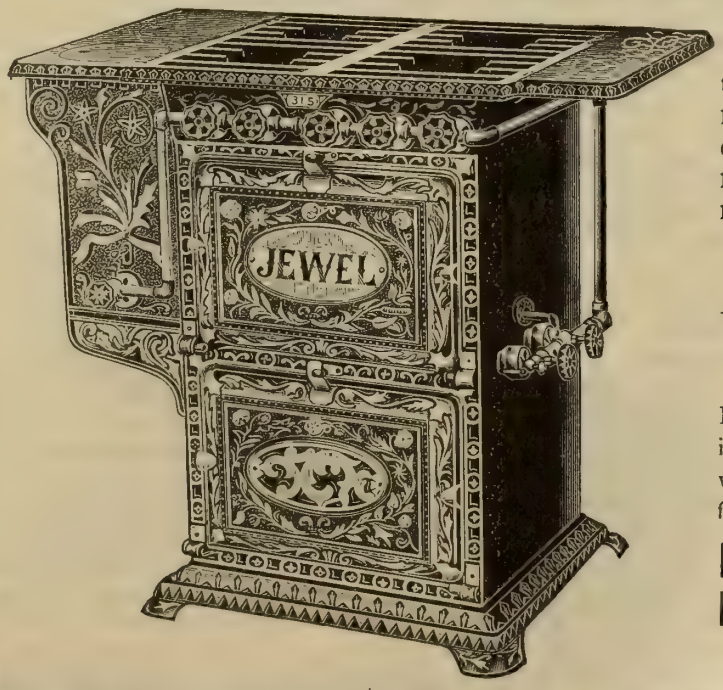
THINK IT OVER—won't your customers appreciate its economical superiority?

Better send at once for our catalogue and price list.

The Metallic Roofing Co., Limited
1179 King Street West, TORONTO.

Jewel Gas Ranges

Improved Slotted Burners with Removable Thimble Cap.



Well known as the most **perfectly fitted,** most **efficient** and **successful,** and most **economical.**

MADE IN 10 STYLES.

Roasting and Baking Ovens—with or without Extension for heating

Hot Water Boiler.

Manufactured by

The Burrow, Stewart & Milne Co., (Limited) Hamilton, Ont.

large number of shipments have been made during the week. Discounts are : Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

WIRE NAILS—While the volume of business is hardly up to that of last week, fair quantities are still moving. We quote $1.90 to $1.95, Toronto.

CUT NAILS—Trade is a little better than it was, but quantities moving are still small. We quote as follows : Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade is only fair. Discount unchanged at 50 per cent.

HORSESHOES—Quite an improvement in trade is to be noted, a number of good orders having been received during the week. We quote: Montreal, $3.25; Toronto, and Hamilton, $3.35 ; London and Guelph, $3.40.

SCREWS — A moderately good trade is still being done. Discounts are as follows : Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS — Trade is steady. Discounts are as follows : Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent. ; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c. ; hexagon, 5¼c.

RIVETS AND BURRS—As noticed elsewhere, the manufacturers in the United States are selling through one agent and at one price, which is higher than that ruling before. No change has been made in Canada. We quote as follows : Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list ; ditto (Norway iron) 60 per cent. ; black M rivets, (steel) 65 per cent. ; ditto (Norway iron), 60 per cent. ; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent. ; bifurcated, with box, $1.25.

ROPE—The high prices announced last week are being firmly maintained. The volume of business is only fair. We quote : Sisal, 7-16 in. and larger 9¾c.; ⅜ in., 10¼c.; ¼ and 5-16 in., 10¾c.; 3-16 in., 11¼c. Manilla, 7-16 in. and larger, 11c.; ⅜ in., 11½c.; ¼ and 5-16 in., 12c.; 3-16 in., 12½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—These are in strong demand. We quote discounts 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — An improved demand is to be noticed, although the lots going out are not large. We quote as follows : "New Leader" and "Lightning," $30 per doz. ; "Royal Canadian," with brass corners, $29.50.

BELTING—The situation is much as before. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting : "Lion" and "Star," 57½ to 60 per cent. ; "Red Strip," 45 to 47½ per cent.

HINGES—Trade has been exceptionally good, and jobbers have found it difficult to obtain sufficient barndoor hinges to supply the demand. We quote as follows : 6 to 12 inch, inclusive, at $3.15 per 100 lbs., and 14-inch and upwards at $2.35 ; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH—Shipments are still going out freely. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—A further improvement in the demand is to be noted, a large number of rolls having changed hands during the week.

SPADES AND SHOVELS — The situation is without material change, manufacturers still only being able to make part shipments, particularly in the cheaper grades. Discount, 40 and 10 to 45 and 2½ per cent.

HARVEST TOOLS—Quite a number of orders have been received during the week, but they were, as a rule, only for small quantities. Snaths, cradles, and scythes are the articles principally called for. Horse-pokes are going out quite freely.

GARDEN HOSE—The demand is brisk. We quote : "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

LAWN MOWERS — Although jobbers are in a little better position than they were a week ago, the manufacturers are still behind with their orders.

BUILDING PAPER—Orders have not been so numerous this week, We quote : Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lbs. ; "Cyclone," 40c. for plain and 45c. for tarred.

WARE—Tinware is in fair demand, but granite ware is not moving as freely as it was.

CEMENT—The demand continues active, and as foreign cement has not yet arrived in large quantities, the movement of Canadian cements, especially Portland, is brisk. We quote in barrel lots: Canadian Portland, $2.70 to $2.90 ; English do., $2.85 to $3 ; Belgian do., $2.75 ; Canadian hydraulic cements, $1.10 to $1.25 ; calcined plaster, $1.90 to $2.

METALS.

Probably the most striking feature in the local metal market this week is the urgent request from dealers to have immediately filled orders for Canada plate, which had been booked for future delivery. There is a little easier feeling in lead, while ingot tin is quoted higher.

PIG IRON—The conditions are the same as a week ago. We quote: United States pig iron f.o.b. cars Toronto, in bond, as follows : No. 1 foundry, Lake Superior ore, $11.80 per ton ; No. 2 ditto, $11.55 ; No. 1 Northern American soft, $11.80 ; No. 2 ditto, $11.55.

BAR IRON—Trade is light. We quote base price $1.45 to $1.55 from stock, and $1.35 to $1.45 from factory.

ONTARIO LEAD AND WIRE CO'Y, Limited

TORONTO.

Manufacturers of . .

"Somerville's" Absolutely Pure and Decorators' Extra

WHITE LEAD

also

"Ontario" Pure, Nos. 1, 2, 3 and 4.

Wire Nails . .
Barb Wire and Staples
Ross Braid
Ribbon Fencing
Shot, Lead Pipe, and Traps

Importers and dealers in

PLUMBING AND STEAM FITTERS' SUPPLIES

Factory—55, 57 and 59 Richmond St. East.
Office—54 and 56 Lombard Street.
Telephones—763 and 1092.

WRITE FOR OUR PRICES

Metal Ceilings are now being recognized as the most desirable covering for Private Houses, Club Rooms, Public Buildings, etc. They are very handsome in appearance, will not crack and fall off, and compare favorably in price with any good ceiling.

Fully illustrated catalogues sent on request. Estimates furnished on receipt of plans.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

Hoop and Band Iron — Quite a nice trade is being done at unchanged prices. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

Sheet Steel—Trade is only fair. We quote as follows: 12 gauge, $2.25 per 100 lbs.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

Black Iron — Not much doing. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lb.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

Galvanized Iron — Trade is good. Stocks of American iron are in good condition, but there is a decided scarcity in Queen's Head, 30 x 96, 28 gauge. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

Pig Lead—Trade is still quiet, with prices a little easier, at $3.85 to $4 per 100 lb.

Ingot Copper—Very little doing. We still quote 12½ to 13c.

Ingot Tin—A further advance has taken place. The idea is now 17c. for small lots, with quantities ¼ to ½c. per lb. less.

Sheathing Copper, Etc.—Trade is still quiet. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

Milk Can Trimmings—Orders are still coming in for milk can trimmings as well as for made up cans. Discount, 25, 10 and 7½ per cent.

Lead Pipe—Is going out more freely than for some time. Discounts are unchanged at 25 per cent.

Iron Pipe —Quite an increased trade is to be noticed, some very fair orders having been received. We quote as follows: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.80 to ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.25 to $9.20; 1½ inch, $11.25 to $11.80: 2 inch, $15.20 to $16.

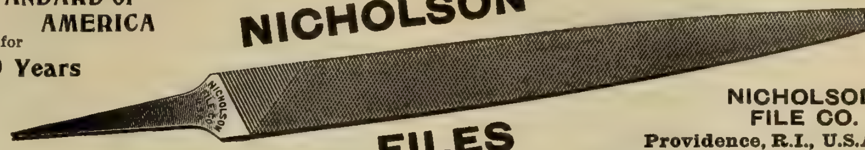
Range Boilers—Trade is fair. We quote as follows: Galvanized, 30 gals, $5 50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

Canada Plates Owing to the coal strike in Great Britain, and the threatened shortage in Canada plates, those who placed import orders for the latter are now urging prompt delivery. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska;" $3.

Tin Plates—Trade is good, and shipments this week have been mostly in the

TANDARD of AMERICA for 30 Years

NICHOLSON



FILES

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the **World**

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of **POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS.** Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: 'Glass,' St. Helens. Telephone No. 68 St. Helens.

"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

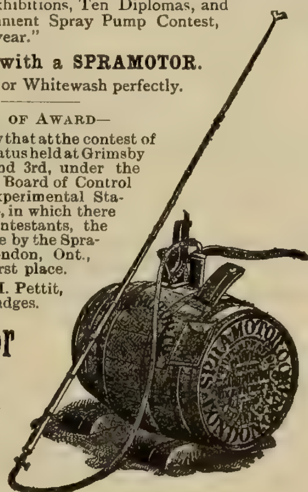
You're safe with a SPRAMOTOR.

It will Paint or Whitewash perfectly.

Certificate of Award—

This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co, London, Ont., was awarded first place.

H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 Richmond St.
London, ONT.

Send for Catalogue and Price List.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.

Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO. Limited

Niagara Falls, Ont.

Portland Cements

Best German, English and Belgian Brands

Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.

Largest Stocks. Lowest Prices.
Send for Quotations.

W. McNALLY & CO.
MONTREAL.

"Tandem" Anti-Friction Metal

suitable for all purposes.

A For heavy pressure and high speed.

B For medium pressure and high speed.

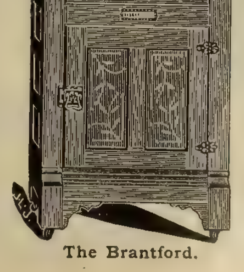
C For low pressure and highest speed.

If your dealer does not carry this line, order direct from

Lamplough & McNaughton
Montreal

Knowles, Ham & Nott Co. Limited.

BRANTFORD



The Brantford.

Manufacturers of

Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

better grades. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—Quite a number of orders have been received, but quantities wanted are naturally not large at this time of the year. We quote as follows: 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES — The demand is much better than it was. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN—There is still a fair trade being done. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Trade is fair at 5½c. for cask lots; smaller quantities higher.

SOLDER—Is moving fairly well. We quote: Standard, 11½c. per lb. for quantities, and 12c. for small lots; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY—Business is not quite as good as it was a week ago. We quote: Cookson's, cask lots, 10½c.; smaller quantities, 11c.

ZINC SPELTER—A few good shipments are being made and the price is being firmly held at 5c. per lb.

GLASS.

The situation is unchanged from last week. Import orders are arriving freely, and there is a brisk movement from stock. Prices are firm. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

PAINTS AND OILS.

During the past month no fault can be found with the volume of trade. Prices for all descriptions of goods have been gradually strengthening at the primary markets, and the figures now quoted here are scarcely commensurate with the higher range of values, and prices on a higher plane may be looked for.

The general painting trade is active, and there is some murmuring by the painters having to pay more for lead and oil than they anticipated when they booked contracts in the early spring. This is one of the contingencies of business and "close cutters" will be wise if they look ahead and allow for any possible advance in the market for staples.

Paris green is now being sold in large quantities and values are a shade firmer. Country dealers, in town this week, report that it is expected that the sale for this article, during the next six weeks, will be enormous.

Varnishes rule firm, and there is a wholesome demand for stains and roofing paints. The sale of prepared paints this year shows a remarkable increase as compared with former years. Stocks of castor oil are plentiful, and a drop of ½c. is noted. This price is considered a close one, and, as there seems to be a considerable amount of stuff not thoroughly pure, dealers would do well to specify pure castor oil when ordering. We quote as follows:

WHITE LEAD—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½; No. 4, $4.25; dry white lead in casks, $5.10.

RED LEAD—Genuine, in casks of 560 bs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 16½c.; 50 and 100-lb. drums, 17c.; 1-lb. packages, 18c.; 1-lb. tins, 18½c.; cases, ½-lb. boxes, 19½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL — In cases, 9½c. per lb. and 10½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 51c.; boiled, 1 to 4 barrels, 54c. Prices in Toronto, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 47c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 2c. less than the above. Terms, net 30 days.

OLD MATERIAL.

There is a brisk demand for all lines, especially for scrap copper and brass. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c.; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

COAL.

The market is steady at last week's figures. We quote anthracite at Buffalo and bridges as follows: Egg, nut and stove, $4.25; grate, $4 per ton.

PETROLEUM.

Prices are unchanged. We quote at Toronto, as follows: Canadian, 13½c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c., in bulk.

MARKET NOTES.

Galvanized buckets are dearer.

Castor oil is ½c. per lb. cheaper.

Ingot tin is quoted ½c. per lb. higher.

The trade in eavetroughing is opening up well this season.

The Dominion Cartridge Co. advises the trade that it is filled up with orders, and that it is doing its best to fill them.

H. S. Howland, Sons & Co. have put into stock this week the arms manufactured by the J. Stevens Arms and Tool Co.

NEWMARKET PAINT TRADE GOOD.

Capt. J. A. W. Allan, hardware dealer, Newmarket, Ont., was in Toronto on Thursday, this week. He reports that business is brisk in all lines at Newmarket, especially in prepared paints, in which trade the volume of business now being done exceeds all previous records. Capt. Allan leaves next week for a couple of weeks' holiday in camp with his regiment.

SITUATION VACANT.

TRAVELLING SALESMAN ACCUSTOMED TO Heating Apparatus for Steam and Water, with knowledge of Plumbing Supplies. State age, experience, and give references and salary received at last engagement. Box 535, Toronto Post Office. (23)

PARTNER WANTED.

WANTED—A HARDWARE MAN—ACTIVE—with $5,000 capital, to take a partnership in general business now doing a trade of over $60,000 a year, in good circumstances, in a thriving country village and a good farming locality. Apply to Howard Ferguson, Kemptville, Ont. (24)

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.

Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

Star Brand
COTTON CLOTHES LINES

All lengths, both in Twisted and Braided . . . .

3 and 4-PLY COTTON TWINE.

Lamp and Candle WICK.

Sold by all Wholesale Dealers.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France) and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, **OWEN SOUND.**

ISLAND CITY
Paint and Varnish Works

. . Manufacturers of . .

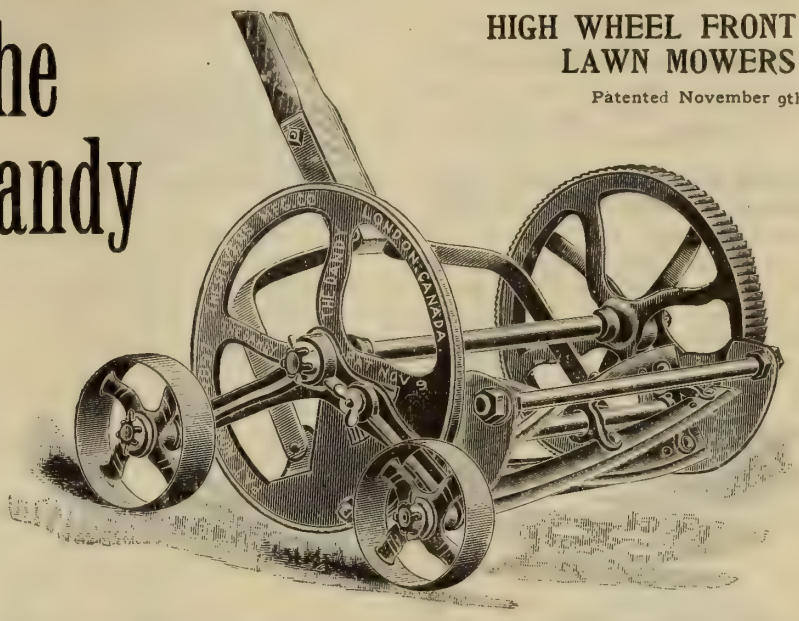
READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

The Dandy

HIGH WHEEL FRONT CUT LAWN MOWERS

Patented November 9th, 1897



Thoroughly tested and found right. The latest and best mower on the market.

POINTS OF MERIT

Lightness, Durability, Easy and Noiseless Running and Perfect Working.

Its great advantages over all others:

1. The one wheel gear. 2. The front cut.
3. Simple manner of adjusting.
4. The absence of trailing wood roller.

For full particulars, prices, etc., write

THE STEVENS MANFG. CO., London, Ont.

John Bowman Hardware and Coal Co.,

LONDON, ONT.

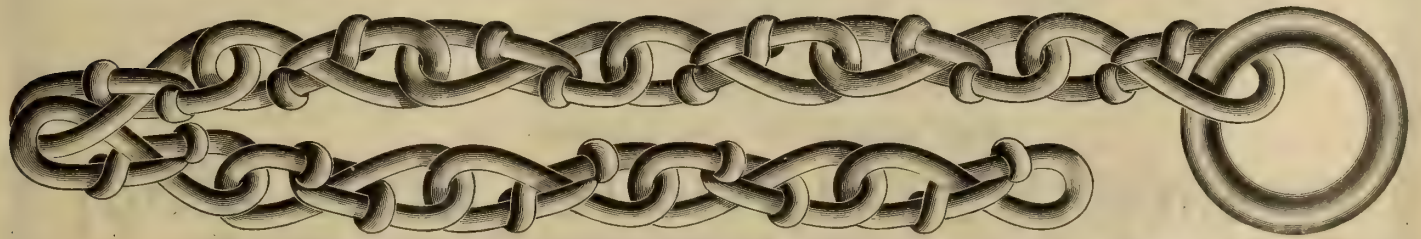
New Arrivals

Large consignment of **Spades, Shovels, Garden Rakes, Hoes,** etc. We can fill all orders promptly for these and other spring lines.

Also just received, via Steamer Scotland, full lines of Joseph Rodgers & Sons' **Pockets, Pens, Ivorite Tables and Desserts, Butcher Knives, Carvers, etc.**

SEND US YOUR ORDERS. **PROMPT SHIPMENT, FAIR TREATMENT, RIGHT PRICES.**

Oneida Steel Wire Trace



NO ANIMAL ON THIS CONTINENT BIG OR STRONG ENOUGH TO BREAK IT.

ONEIDA COMMUNITY, Limited, Niagara Falls, Ont.

MANITOBA MARKETS.

WINNIPEG, May 30, 1898.

THERE is absolutely nothing to report, except that rope has advanced another 1½c. per lb., and business is good.

The binder twine situation has not really developed yet. A local paper is predicting very advanced prices, but some of the leading wholesalers seem to think that the price will be determined, not by the actual cost of raw material, but by the stock laid in. The quantities bought in January and February were very heavy, and, it may be, that this fact will tend to keep the prices down.

Price list for the week is given below :

Barb wire, 100 lbs	$2 40
Plain twist wire and staples	2 90
Oiled annealed wire, 10	2 80
" 11	2 90
" 12	3 00
" 13	3 15
" 14	3 30
" 15	3 65
Green wire cloth, per 100 feet	1 40
Poultry wire, per 100 feet	55
Wire nails, 30 to 60 dy, keg	2 65
" 16 and 20	2 70
" 10	2 75
" 8	2 80
" 6	2 95
" 4	3 05
" 3	3 30
Cut nails, 50 and 60 dy	2 35
" 20 to 40	2 40
" 10 to 16	2 45
" 8	2 50
" 6	2 55
" 4	2 80
" 3	3 05
" 3 fine	3 35
Horse nails, 45 per cent. discount.	
Horse shoes, iron, light, medium and heavy, keg	4 00
Snow shoes	4 25
Steel, light	4 25
" extra light	5 75
Bar and band iron, $2.05 basis.	
Swedish iron, $5 basis.	
Tool steel, Black Diamond, 100 lbs	8 00
Jessop	12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs.	3 50
26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 to 24 gauge	4 00
26 gauge	4 25
28 gauge	4 50
Genuine Russian, lb	12
Imitation " "	8
Tinned, 24 gauge, 100 lbs	7 25
26 gauge	7 50
28 gauge	8 50
Tin plate, IC charcoal, 20 x 28, box	8 50
" IX "	10 50
" IXX "	12 50
Canada plate, 18 x 21 and 18 x 24	3 25
Sheet zinc, cask lots, 100 lbs	6 00
Broken lots	6 50
Pig lead, 100 lbs	4 25
Wrought pipe, black, ¼ inch	2 50
" ⅜ inch	2 75
" ½ inch	3 00
" ¾ inch	4 00
" 1 inch	5 00
" 1¼ inch	7 00
" 1½ inch	8 50
" 2 inch	11 50
" Over 2 inch	65 p.c.
Rope, sisal, 7-16 and larger	11 00
" ⅜	10 75
" ¼ and 5-16	11 25
Manilla, 7-16 and larger	12 50
" ⅜	12 00
" ¼ and 5-16	13 50
Cotton, all sizes, lb	15
Axes, per box	$5.50 to 8 00
Screws, flat head, iron	85 p.c.
Round " "	77½ p.c.
Flat " brass	80 p.c.
Round " "	72½ p.c.
Bolts, carriage	60 p.c.
Machine	60 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Rivets, iron	50 p.c.
Copper, No. 8, lb	25c.
Spades and shovels	40 p.c.
Harvest tools	60 to 60-10 p.c.
Axe handles, turned, s. g. hickory, doz	$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Linseed oil, raw, per gal	57
" boiled "	60
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	25 p.c.
" military	15 p.c.
American R.F.	35 p.c.
C.F. pistol	5 p.c.
C.F. military	Net
Loaded shells, Robin Hood, M	$18 00
Eley's 12 gauge, M	16 00
American, M	16 20
Shot, Robin Hood	10 00
Ordinary, per 100 lbs	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Tinware, pressed	70 and 30 p.c.
Granite ware, according to quality.	50 to 60 p.c.

PERSONAL MENTION.

Mr. T. B. Williamson, city traveler for H. S. Howland, Sons & Co., is one of the happiest men in Toronto to-day. A twelve-pound baby boy is the cause thereof.

Following are some of the merchants noticed in Toronto on business this week : R. J. Bruce, hardware merchant, Port Perry, Ont.; Geo. A. Binns, stove dealer, etc., Newmarket, Ont.; Chas. Mason, hardware dealer, Richmond Hill, Ont.; Jos. Thompson, dealer in agricultural implements, etc., Shakespeare, Ont.; S. P. Gourlay, plumber, St. Catharines, Ont.

Henderson & Potts

Nova Scotia Paint and Varnish Works.

. . . **Manufacturers of**

Lead, Zinc and Colored Paints, Varnishes, Japan Coach Colors, Ready Mixed House and Floor Paints, Wood Stains, Japanese Enamels, Bicycle Enamels, Marbleine Wall Tints, Putty, etc.

SOLE AGENTS FOR THE DOMINION FOR

BRANDRAM'S CELEBRATED WHITE LEAD

HALIFAX and 747 Craig Street, MONTREAL.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

PATENTS PROMPTLY SECURED

Write today for a free copy of our interesting books "Inventors Help" and "How you are swindled." We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo. for **free advice. MARION & MARION, Experts,** New York Life Building, Montreal, and Atlantic Building, Washington, D C.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
" Diamond " Brand Horse Shoes

ST. JOHN, N.B.

TRADE MARK J REGISTERED.

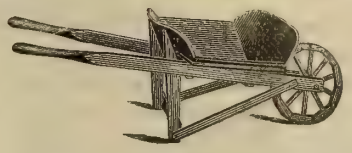
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

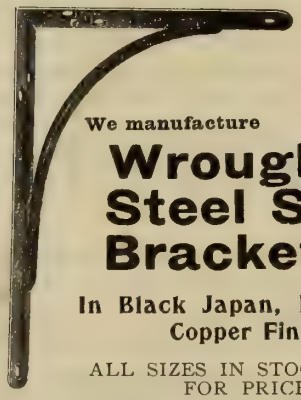
Wheelbarrows.. ALL KINDS.



Send post card and get copy of New Catalogue.

Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL



We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S
Poultry Netting

These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by

The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.

For Sale by . . . .

The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.

And by — Hardware Jobbers throughout the Dominion.

James Cooper, Montreal, General Agent for our Railway Fencing.

Fishing Tackle.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

TRADE MARK

The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont

HARDWARE DEALERS' MAGAZINE
Largest Circulation in its field in the World
One Dollar a Year. ⚜ **D. T. MALLETT, Publisher 271 Broadway, New York** ⚜ **Specimen Copy upon Request**

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF
WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES, COUNTER SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.
WALTER GROSE, 30 St. Dizier St., Montreal, Que.
Agent for Montreal and Eastern Provinces.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE CUTLERY TRADE.

MOST of the large cutlery houses in Sheffield are complaining of a lack of work, and their men are but indifferently employed. Quotations have recently been asked for a large Government order for ivory-handled cutlery amounting to some thousands of dozens. Tenders were sent up last week, but, so far, the contract has not been placed. The best classes of ivory are not going so well, but celluloid and other composition handles are still in great demand. Pearl cutters state that there is an increasing demand for best shells, but the cheaper qualities are almost a drug on the market. Prices are advancing for best qualities.

THE COPPER SITUATION.

The outlook for copper has seldom been more promising than at present. Stocks of the metal are said to be in close touch with the demand. They are less than those of a year ago, while the consumption is rapidly increasing. Among the causes are the extension of electric lighting and traction, and the larger absorption of copper in other finished products. In telegraphic and telephone work, the demand is equally strong, and is likely to be so for some long time to come. A stimulant has also been found in the present rush of nations to increase their naval armament, ship equipments making a heavy call on the metal. This is true of such leading nations as Germany, France, Russia, Japan and Great Britain. The war with Spain has quickened American demand to a degree far above the normal. In torpedo tubing, cartridge shells, and other military purposes, the Government is a heavy buyer. This will doubtless have an effect on the export of copper, for, with home consumption of an unprecedented character, there will be less of a surplusage to fill foreign orders. This means a scarcity of supply for other than home markets.—American Manufacturer.

WAGES IN THE COAL TRADE.

The colliery proprietors throughout Lancashire, Yorkshire, and the Midlands are evidently determined that their hands shall not be forced on the wages question in isolated districts. The formal request which has been made by the Miners' Federation, that the coal owners shall take into consideration the question of an advance in wages is to be brought before a generally representative meeting of colliery proprietors from the various districts throughout the federated area. Delegates are being appointed to represent the different district coalowners' associations, and these will meet together, it is expected, soon after Whitsuntide, when the whole question of wages will be gone into ; but it would seem more than doubtful whether the present condition of trade will be regarded as justifying the concession of a higher rate of wages to the miners.—Ironmonger.

BICYCLES FOR GERMANY.

An export firm in the Bowling Green Building purchased recently 1,200 medium grade bicycles for the German market, and upwards of $12,000 worth of bicycle parts and sundries. The demand for wheels from Germany and England still continues satisfactory, and, according to well informed parties in the trade, there is as much being done by the medium and cheap grade makers for export as for domestic trade.—N.Y. Journal of Commerce.

TIN PLATES IN GREAT BRITAIN.

Owing to the unsettled state of the trade, makers continue to hesitate to quote either for prompt or forward delivery, and, as buyers have very few orders in hand, business is restricted to the smallest possible limit. The coal strike continues to hamper makers, and, during the past week or so, there has been no addition to the number of mills working, and the supply of steel bars available is only just sufficient to keep those working in active operation. As there is such a small amount of business offering, makers see no opportunity of advancing quotations, and the recent small advance in values, in view of the present increased cost of tin bars and other raw material, leaves makers little or no margin of profit, consequently some of the leading makers are quite off the market for the present.—Iron and Steel Trades Journal.

SCOTCH PIG IRON.

The Scotch pig iron warrant market has been very active during the past week, and there has been an advance in the price of warrants in consequence. The tone has been very firm and orders from the outside public have been placed more freely. The market further improved on "bears" covering, but prices declined on it being reported that a portion of the "bear" account had been squared privately, and in the absence of adequate support, owing to the large houses ceasing to buy, as they are not inclined to increase their commitments ; there has, too, been a slight set back, owing to the closing of some speculative accounts.—Iron and Steel Trades Journal.

NEW YORK MARKETS.

June 2, 1898.

PIG TIN—Consumers' purchases continue quite free, but are scarcely up to the late average. Jobbers are buying very fairly also. On speculative account scarcely anything is doing, but the movement elsewhere serves to keep values up quite well in the face of rather weaker London advices. To-day the latter quoted 5s. decline, but on this market purchases could have been made at little if any price lower than the basis of 14.80 to 14.85c. cash and 14.90 to 14.95c. free on board, for lots of five tons or more.

COPPER—New business is still rather light, but deliveries on old orders continue free and prices are held firmly throughout, particularly for prompt and near future deliveries. London cables were a slight fraction lower, but did not have any perceptible effect here. Lake Superior ingot is quoted at 12c.; electrolytic bors, etc., at 11¾ to 11⅞c. and casting stock at 11½ to 11¾c., according to brand and delivery.

PIG LEAD—Prices moved up a fraction, and the market showed a very firm tone in the face of endeavors in certain quarters to make it appear otherwise. Consumers paid 3.75 to 3.77½c., and could secure none but a few carload lots at under 3.80c. at the close. The bearish interests generally were at some disadvantage, particularly on contracts requiring early June delivery.

SPELTER—There is nothing more than ordinary business or demand, but leading producers have close control of the supply, and are holding prices very firm on the basis of 4.30c. for delivery at New York or common point.

ANTIMONY—The market is firm at 7¾ to 8½c., without, however, much, if any, business outside of ordinary jobbing distribution.

TIN PLATE—The market is a shade weaker. Manufacturers repeat their former quotations, but these are being shaded somewhat, and indications are not wanting that the production is not sold up as fully as has been represented of late. In foreign plates there is only retail business outside of the regular export canned goods and oil trade, in which rebaets are a prominent factor.

IRON AND STEEL—Crude materials in general are rather slow of sale, but enough business is passing, in a quiet way, to keep prices steady, except, perhaps, in the instance of pig iron that does not enjoy the highest reputation.

Finished products in general are rather slow of sale and without change of importance in price.

DO YOU SELL

WALL PAPER?

IF SO, YOU WANT THIS.

If you sell **Wall Paper,** send us your name and address (mentioning "HARDWARE AND METAL") on a **post card,** and we will forward **FREE** and postpaid, an **ARTICLE** that every Wall Paper Dealer will find useful.

SEND FOR IT TO-DAY

M. STAUNTON & CO.

WALL PAPER MANUFACTURERS

FOR WALL PAPER DEALERS ONLY.
DON'T FAIL TO MENTION THIS JOURNAL.

TORONTO, ONT.

T. EATON CO., LIMITED, QUEEN ST. SECTION
Lighted with Luxfer Prisms.

T. EATON CO., LIMITED, YONGE ST. SECTION
Lighted with ordinary glass and light wells.

3,000 Square Feet of Floor Space Saved by using

LUXFER PRISMS

For Catalogue or Estimate, write

LUXFER PRISM COMPANY, Limited - 58 Yonge St., TORONTO

FOUR REASONS WHY DEALERS should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale

BOILS ON PNEUMATIC TIRES.

VERY few people know what causes boils on pneumatic tires, says The Irish Cyclist. It is simply this : The rubber of the outer cover gets a small gash right through to the fabric. This gash gapes slightly, but at each revolution of the wheel the thread is somewhat flattened, and the lips of the gash close like a mouth and bite up small particles of dust. These are forced between the rubber and the fabric, and a boil is the result. Prevention is better than cure, and it is possible to prevent such boils by mending these gashes when they occur. Most people will not, however, take the trouble, and consequently, boils are formed and must be operated on. With a blunt instrument, such as a buttonhook or a match, the dirt and grit should be carefully removed to the last particle, and the fabric and rubber having been cleaned as far as possible, solution should be injected between the rubber and canvas where loose, and the hole, the original source of injury, should then be closed. Sometimes the dirt travels for a considerable distance under the cover, and it is then necessary to cut a hole at about the centre of the boil. Both this and the original hole must then be filled. When a tire is let to grow a number of boils, and a considerable quantity of the rubber becomes separated from the fabric, the damage is practically irreparable. A tire wears rapidly once the rubber becomes separated from the canvas, even in a few places, and relining becomes necessary.

BRITISH IRON AND STEEL EXPORTS TO CANADA.

Editor HARDWARE AND METAL,—Your figures for British exports to Canada in April are away out. For instance, galvanized iron only £631 value. We had several shipments ourselves, each of which exceeded that value. The figures for tinplates are also absurdly small, as our importations were far in excess of £1570.

A. C. LESLIE.

Montreal, May 28, 1898.

[Remarks : HARDWARE AND METAL thanks A. C. Leslie & Co. for pointing out the errors alluded to, but the onus for the errors is not upon this paper. The figures were taken from the British trade returns, and the onus, therefore, is upon the British authorities. Recently, the Canadian Department of Trade and Commerce has begun the publication, from British returns, of figures relating to the trade of the Motherland with the Dominion, and, whatever errors occur in the one are almost certain to occur in the other.—Editor, HARDWARE AND METAL].

IS WHITE A COLOR.

Whether black and white are colors is a question about which philosophers have had more than one lengthy argument, says a contemporary. There are seven primary colors—violet, indigo, blue, green, yellow, orange, and red. The combination of all constitutes white. The absence of all constitutes black. An object appears white when it reflects in equal degrees all the colors of sunlight ; it seems black when it absorbs all. An object which we call red reflects the red ray and absorbs the remainder, and so with blue, green and the other colors. Some theorists, therefore, maintain that an object which reflects all or absorbs all the colors of the spectrum, in reality has no color at all, others maintain that black and white are really independent colors as much as any others, shown by analysis, and should be classified as such. Philosophic ideas and scientific theories about reflecting rays and absorbent powers of colors are a little too æsthetic for the average color-maker or the common user of the stuff to waste much time about it. To him black is as much a color as red, and white is more a color than hundreds of the combination colors that we see on the streets, on our vehicles, street cars, buggies, carts, etc.

The... Dominion Wire Manufacturing Company, Limited.

Manufacturers of

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Iron, Steel, Brass and Copper ..

WIRE

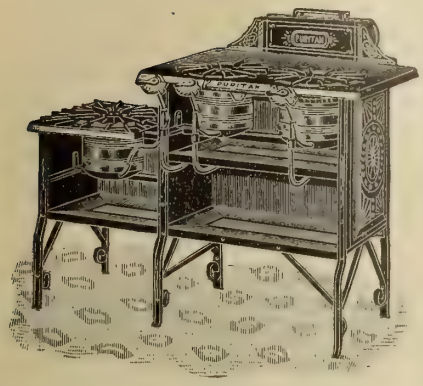
WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

PURITAN WICKLESS BLUE FLAME

COAL OIL STOVES.



Burns ordinary coal oil without a wick, and makes a perfect Blue Flame stronger than gas. It is entirely odorless and easy to keep clean, and nothing to get out of order.

It will roast, bake and boil equal to any wood or coal stove, and with much less trouble. Those stoves are guaranteed by the manufacturers, The Cleveland Foundry Co., to give perfect satisfaction. Those goods are easy sellers, and will bring trade to your store. Send for catalogue and price list and secure the agency in your town for them. . . . . .

R. BIGLEY, Canadian Agent, **TORONTO**

Established 1860. Incorporated 1895.

THE REASON WHY

"Crescent"

Steel Agate Ware

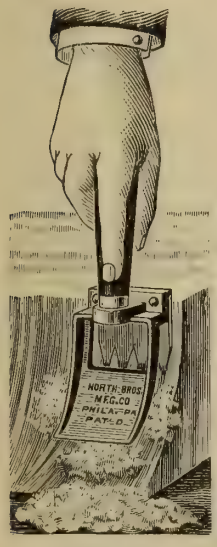
is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

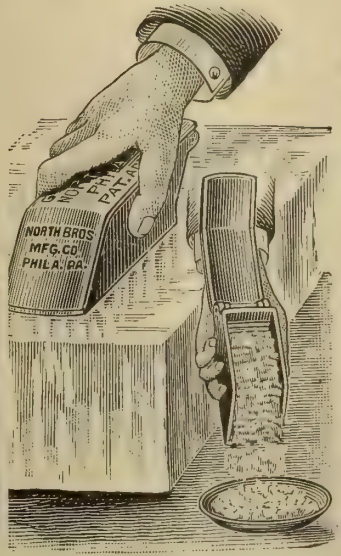
MONTREAL.

SUMMER SPECIALTIES



"CROWN" ICE CHOPPER

To chip ice in small pieces for use in ice cream freezers.



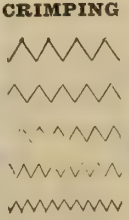
"GEM" ICE SHAVE

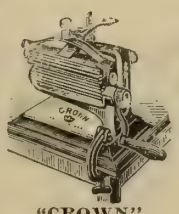
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

ICE CREAM FREEZERS

THAT SELL AND GIVE SATISFACTION.

CRIMPING



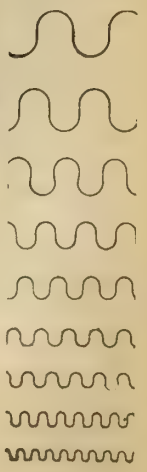


"CROWN" 4½-6-8 in.

"KNOX" 4½-6-8 in.

"AMERICAN" 5-6-7 in.

FLUTING



SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by... **NORTH BROS. MFG. CO., PHILADELPHIA, PA.**

Plumber and Steam-Fitter

BROKEN JOINTS IN CELLAR DRAINS.

J. S., Scranton, Pa., wrote Sanitary Plumber as follows: "In one of your papers on 'Plumbing Regulations,' you lay down the rule that what are known as 'broken joints' on cellar drains should not be adopted. I have a case in point just now, and would ask how you would get over it. I have a cellar bottom, through which the house drain is to run under the floor and to get out to the sewer through a certain point. In digging the trench, we strike a 'snag' in the shape of a rock, which we cannot displace, but which we can get around by breaking the joints, as you call it, in four or five lengths of pipe, by which means we get the required deviation, and can get around the obstruction. Is this a better or worse plan than using a couple of quarter bends, so as to get around the 'snag' aforesaid? What would be your suggestion? Would you use offsets instead of the quarter bends? Or how would you get over the difficulty?"

This is the answer given: "On the subject of breaking joints we would say to our correspondent: Three methods appear to be open by which the breaking of joints can be avoided: First, the plumber should thoroughly study the situation, and see if he could not by the use of eighth bends, effect the necessary deviation—for instance, the drain-pipe should be laid in a straight line to a given point. An eighth bend and a length of pipe, more or less, inserted at the proper place, would bring the drain in such a direction as to clear the obstruction, when the insertion of another eighth bend would throw the drain into a straight line again. A second plan would be to use a Y-branch on the line at such a point that an eighth bend inserted in the branch would bring it into line outside the obstruction, the mouth of the Y being meantime plugged up. This would avoid the breaking of joints or use of quarter bends. A third plan, the one of last resort, would be, if compelled to use quarter bends, or an offset, to use, instead, two one-eighth bends in place of one quarter bend, or four one-eighth bends in all, to curve the pipe so as to bring it around the obstruction. In theory, the two quarter bends should be the same as the four one-eighth bends; but in practice, the latter make a much rounder joint or bend, and there is no sharp angle to interfere with the flow of the sewage. Any of these three methods would be preferable to the broken-joint plan by which the smoothness of the interior of the pipe would be completely destroyed. A portion of the spigot end of each length of pipe protruding inward at an angle would present an obstruction to the passage of the sewage. It also prevents the even calking of joints all round. We have found the plan here suggested to work well in practice, and always advise it."

$65,000 IN PERMITS THIS WEEK.

IN Toronto, building permits have been issued to Mr. John Labatt for a two-storey residence, a two-storey stable, and a one-storey vault at 46 Elm street, at a cost on all of $12,000; and to Mr. Wm. Booth for a two-storey brick residence at 32 Bedford road, $4,500; to Wm. Scott, two-storey and attic brick dwelling, 92 Cowan avenue, $2,000; H. Greisman, two-storey brick additions, 45 to 57 Chestnut street, $1,100; J. Herron, pair two-storey and attic bricks, corner Spadina avenue and Spadina crescent, $5,000; to Mr. T. W. Horn, for the erection of a two-storey stone residence, at a cost of $18,000, on the northwest corner of St. George street and Prince Arthur avenue; and to Mr. H. E. Sheppard, a permit for alterations to 71 and 75 Yorkville avenue, at a cost of $1,200; to W. R. Johnston, for a one-storey and loft stable, at corner Isabella and Huntley streets, to cost $2,500; to W. G. Gage & Co., for an extension to their warehouse on Piper street, near Bay, to cost $1,200; to H. E. Sheppard, for a pair of semi-detached brick houses, to cost $2,400; to Samuel Francis, for a two-storey and attic dwelling on Howland road, to cost $1,200; to A. Beecroft, for a two-storey and attic brick dwelling at 73 Dowling street, to cost $3,000. Smaller jobs bring the total amount of permits issued to over $65,000.

NICKEL ORE IN WYOMING.

A press despatch from Sheridan, Wyoming, states that a very important industry will be started in that country soon. A company of eastern capitalists will develop the nickel deposits recently discovered near that place. About 70,000 pounds of mining machinery are now on the road from the east. The motive power of the works will consist of a turbine water-wheel of 125-horse-power, to be used to generate electricity, and also run the air compressors, of which there will be four. The air compressors will run the diamond drills, and will obviate the use of steam. The mines will be furnished with electric lights, and automatic conveyors will be used in place of the ordinary mine cars to bring the ore to the surface. The cable for this work is of steel wire, 2,000 feet in length. The company has given the ore a thorough test, and has had men constantly employed at the mines, which are at Piney Creek, getting out samples for analysis from various parts of the outcroppings. Engineer Weist has a force of men at work surveying and laying out a road from the mines to the railroad. Before the season is over the company expects to have 500 men employed.

There is quite a boom in building in Windsor Mills, Que.

HUMIDITY OF HOUSE HEATING.

ONE of the most conspicuous features of our American houses, that foreigners who happen to be in the United States in winter are sure to remark, is the high temperature which is thought necessary in dwellings and public buildings, and the excessive dryness of the air is also a matter of observation and comment.

The injurious effects of this dryness, and the relation which it bears to the subject of warming and ventilation, forms the subject of a paper recently read before the American Public Health Association, by Dr. Henry Barnes. Except in certain localities noted for their dry climate, the mean relative humidity of the air in the United States lies between sixty and seventy per cent., according to the meteorological scale in which zero means absence of moisture, and 100 corresponds to complete saturation. This mean proportion of moisture is in general better adapted for comfort and health than either a higher or lower degree of humidity, and if such a percentage were maintained indoors during the winter, it would be much better than the practice of supplying large volumes of hot, dry air, or the presence in the rooms of extensive surfaces of heated metal, like a steam or hot water radiator.

From a number of tests of air in different buildings heated by steam, hot water, or hot air, the mean relative humidity was found to be only about thirty-one per cent., while at the same time that of the outside air averages more than seventy per cent., this difference being due to the fact that with the heating no attempt had been made to snpply the additional moisture required to maintain the relative humidity at the higher temperature.

The refrigeration, due to the rapid and continuous evaporation from all parts of the body, produces the chilly sensation at the slightest draught or current of air in the dry hot rooms of many houses, while if a normal degree of moisture were present this would not be. Dr. Barnes shows how inadequate are the ordinary methods for supplying moisture even when used; but in many cases the water pans and evaporators attached to the hot-air furnace are not used at all, although most manufacturers of heating apparatus provide adequate means for humidifying the air. In other cases a pan of hot water is placed on a radiator, or a porous pot hung in front of the register, but such cases are very rare exceptions, and it is almost the rule in American houses to ignore the matter almost altogether, and yet, the air becomes as dry as heat will make it.—Scientific American.

PLUMBING AND HEATING CONTRACTS.

P. Campbell & Co., St. John, N.B., have the contract for supplying the gas fixtures for the new high school in St. John.

The John Ritchie Plumbing and Heating Co., Limited, Toronto, has the contract for the plumbing, heating and gas-fitting for two houses on Bloor street for J. F. Eby, Toronto.

Guest & Co., Toronto, have contracts for the plumbing of the Methodist Church, Owen Sound; of a house for Mr. Jordon, Brantford; of a house for Miss Davis, Little York, and for the gas-fitting of a house for J. A. Knox, Kew Beach, Toronto.

PLUMBING AND HEATING NOTES.

Louis D. Poirier has registered as proprietor of the firm of D. M. Poirier & Sons, plumbers, Montreal.

Swimming baths, to contain thirty dressing rooms and to cost $644 will be erected at the foot of Rush street, Hamilton.

After a bitter contest, a by-law was carried in Berlin, Ont., favoring the purchase of the waterworks system of that town from the private company owning it.

At a public meeting, called by the mayor of Prescott, Ont., a resolution was passed favoring the establishment of a waterworks and sewerage system, to cost $125,000, in that town.

The Schultz Bros. Manufacturing Co. has been awarded the contract for erecting a three-storey addition to the factory of the William Paterson & Son Co., of Brantford, Ont. The cost will be about $5,000, and the work is already in progress.

On Monday evening, this week, a joint committee of the master plumbers and the journeymen plumbers, of Ottawa, was held to draft by-lays relative to their trade. The committee want to have an inspector appointed to inspect all plumbing work done at the capital.

The mayor of London, Ont., has received a letter from the sewerage engineer of Madison, Wis., stating that the chemical system of sewage treatement was in vogue there, the annual cost being about $3,000 for 600,000 gallons a day. The flow in London is estimated at 2,000,000 a day, but a company is willing to guarantee the work can be done there for $3,000.

The Ontario Mercantile Agency
(Limited)
18 Wellington Street East, TORONTO.

Collects accounts anywhere. Fees for current accounts 10 per cent. of amount collected. No fee less than $1. Prompt returns. Report to you monthly. References given. Try us.

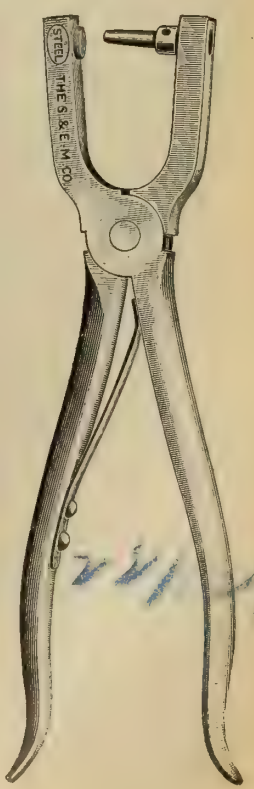
Burton's Anti-Rattler & Bolt Holder No. 1.

PAT. NOVEMBER 15, 1887.

A perfect Anti-Rattler and Bolt Holder combined Drops over head of bolt and prevents loss of bolt if the nut comes off. And we also manufacture Burton's Nos. 2 and 3 Gem Wire and Wire Drive and Fernald Wire, Anti-Rattlers. Samples free on application. Becker Game Trap, Dandy Clothes Rack. Ask your Jobber for them, or send to us for prices and circulars.

FERNALD MFG. CO., Northeast, Pa., U.S.A.

The Smith & Egge Manfg. Co.
BRIDGEPORT, CONN., U.S.A.
Manufacturers of
REVOLVING AND SPRING
BELT PUNCHES
Conductors' Ticket Punches.
BICYCLE SUNDRIES.
"Giant" Metal Sash Chain.
SASH PULLEYS.
"Red Metal" and Steel Chain.
PADLOCKS and RAT TRAPS.



DOMINION BANK.

PROCEEDINGS OF THE TWENTY-SEVENTH ANNUAL MEETING OF THE STOCKHOLDERS, HELD AT THE BANKING HOUSE OF THE INSTITUTION IN TORONTO, ON WEDNESDAY, MAY 25, 1898.

THE annual general meeting of the Dominion Bank was held at the banking house of the institution, Toronto, on Wednesday, May 25, 1898.

Among those present were noticed Sir Frank Smith, Col. Mason, Messrs. S. Alcorn, Wm. Ince, W. Crocker, A. E. Webb, John Fletcher, H. D. Gamble, Wm. Ramsay, J. Lorne Campbell, W. R. Brock, Thos. Long, John Long, J. Risley, Wm. Spry, E. Leadlay, M. Boulton, E. B. Osler, Wm. Hendrie, John Stewart, Walter S. Lee, W. D. Matthews, Chas. Cockshutt, H. M. Pellatt, Wm. Ross, A. W. Austin, Geo. W. Lewis, Thos. Walmsley, J. K. Niven, George Robinson, R. D. Gamble and others.

It was moved by Mr. E. B. Osler, seconded by Mr. E. Leadlay, that Sir Frank Smith do take the chair.

Mr. W. D. Matthews moved, seconded by Mr. W. R. Brock, and

Resolved—That Mr. R. D. Gamble do act as secretary.

Messrs. Walter S. Lee and M. Boulton were appointed scrutineers.

The secretary read the report of the directors to the shareholders, and submitted the annual statement of the affairs of the bank, which is as follows :

To the shareholders :

The directors beg to present the following statement of the result of the business of the bank for the year ending 30th of April, 1898 :

Balance of profit and loss account 30th of April, 1897		$ 29,925 75
Profit for the year ending 30th of April, 1898, after deducting charges of management, etc., and making full provisions for all bad and doubtful debts.		182,462 30
		$212,388 05
Dividend 3 per cent. paid 1st of August, 1897	$45,000 00	
Dividend 3 per cent. paid 1st of November, 1897	45,000 00	
Dividend 3 per cent. paid 1st of February, 1898	45,000 00	
Dividend 3 per cent., payable 2nd of May, 1898	45,000 00	
		$180,000 00
Balance of profit and loss carried forward		$32,388 05

During the past year two new offices of the bank have been opened, one in Winnipeg, Man., in June, under the management of Mr. F. L. Patton, and one in Montreal, to which Mr. C. A. Bogert was appointed manager. Both of these offices promise to be of substantial advantage to the bank.

FRANK SMITH, President.

Sir Frank Smith moved, seconded by Mr. E. B. Osler, and resolved that the report be adopted.

It was moved by Mr. S. Alcorn, seconded by Mr. T. Walmsley, and resolved, that the thanks of this meeting be given to the president, vice-president and directors for their services during the past year.

It was moved by Mr. Hendrie, seconded by Mr. J. Risley, and resolved that the thanks of this meeting be given to the general manager, managers and agents, inspectors and other officers of the bank for the efficient performance of their respective duties.

It was moved by Mr. Geo. W. Lewis, seconded by Mr. Anson Jones, and resolved, that the poll be now opened for the election of seven directors, and that the same be closed at 2 o'clock in the afternoon, or as soon before that hour as five minutes shall elapse without any vote being polled, and that the scrutineers, on the close of the poll, do hand to the chairman a certificate of the result of the poll.

Mr. Thomas Long moved, seconded by Mr. W. S. Lee, and resolved, that the thanks of this meeting be given to Sir Frank Smith for his able conduct in the chair.

The scrutineers declared the following gentlemen duly elected directors for the ensuing year : Messrs. A. W. Austin, W. R. Brock, Wm. Ince, E. Leadlay, Wilmot D. Matthews, E. B. Osler and Sir Frank Smith.

At a subsequent meeting of the directors, Sir Frank Smith was elected president, and Mr. E. B. Osler vice-president, for the ensuing term.

GENERAL STATEMENT.

LIABILITIES.

Capital stock paid up		$ 1,500,000 00
Reserve fund		1,500,000 00
Balance of profits carried forward		32,388 05
Dividend No. 62, payable 2nd May		45,000 00
Former dividends unclaimed		73 50
Reserved for interest and exchange		112,090 91
Rebate on bills discounted		34,084 80
		$ 3,223,637 26
Notes in circulation		1,264,016 00
Deposits not bearing interest		1,803,735 52
Deposits bearing interest		11,223,425 10
Balance due to London agents		156,279 21
		$17,671,093 09

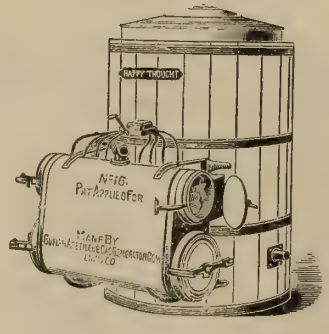
ASSETS.

Specie		$ 548,098 03
Dominion Government demand notes		798,060 00
Deposit with Dominion Government for security of note circulation		77,250 00
Notes and cheques of other banks		304,643 78
Balances due from other banks in Canada		136,077 58
Balances due from other banks in United States		745,037 69
Provincial Government securities		330,177 71
Municipal and other debentures		3,658,062 50
Bills discounted and current (including advances on call)		10,709,000 96
Overdue debts (estimated loss provided for)		44,666 66
Real estate		39,567 65
Mortgages on real estate sold by the bank		7,371 19
Bank premises		263,703 64
Other assets not included underforegoing heads		9,375 70
		$17,671,093 09

R. D. GAMBLE,
General Manager.

Dominion Bank, Toronto, 30th April, 1898.

Ald. Bowman, of Toronto, is writing to Buffalo for information upon the methods in vogue there for the regulation and taxation of departmental stores, preparatory to bringing in a motion affecting them.



ACETYLENE GAS

Perfect Light. Perfect Safety.

Our Machine is Automatic. Safe.

Sold only through the local Hardware and Plumbing Trades, etc.

No Peddling. Write Us.

THE GUELPH ACETYLENE GAS CO.

GUELPH, ONT. Limited

James Warnock & Co.

. . . GALT, ONT.

Manufacturers of

AXES, EDGE TOOLS SPRINGS AND GEARS

CONSUMERS CORDAGE CO. LTD.

MONTREAL

Joseph Rodgers & Sons, Limited

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

REGISTERED TRADE MARK · GRANTED 1682

CURRENT MARKET QUOTATIONS.

June 3, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	....	3 50
I.X., "	....	4 25
I.X.X. "	....	5 00
I.XXX., "	....	5 75
D.C., 12½x17	....	3 00
D.X.	....	3 75
D.X.X	...	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base...	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60 "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¾	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

-16 inch	....	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2 20; ¾ inch, $2.62½; 1 inch $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30.

Galvanized, ½ inch, $3.80 to $4; ¾ inch, $4.60 to $4.80; 1 inch, $6 40 to $6.70; 1¼ inch, $8.75 to $9.20; 1½ inch, $11.25 to $11.80; 2 inch, $15.20 to $16.

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	....	0 15
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4	....	0 20
Tubing, base, per lb	0 20	0 22

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	4 to 4¼
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe. in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10½	0 11
Other makes, per lb	0 08	0 08½

Anti-Friction Metal

	Per lb
"Tandem" A	$0 19
" B	0 16
" C	0 10½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure Whiie Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21¼
1-lb. tins	0 18½

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal.
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 2c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 45

Outside points 2c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc.

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 7½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross / Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70, 10 and 5 to 75 p.c.
Loose Pins, dis. 70, 10 and 5 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 20 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

orse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.
Mechanics' Star & File Mfg. Co. Discount, 60 and 10 to 70 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt.	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door, per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40	0 50

Lanes, 62½ per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs.	....	3 15
14 in. up, per 100 lbs.	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per gro. pair.	
Spring	....	9 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60, 10 and 5 p.c.

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

"P. B.", dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.
Acadian, 50 and 20 per cent.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal; Toronto 10c. more.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., per doz.	0 65	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 10 and 5 per cent.

Lightning, per doz	6 50	8 40

Heath's, $7.75 net.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are:
2d. and 3df $2 85
3d.................................. 2 50
4 and 5d............................ 2 25
6 and 7d............................ 2 15
8 and 9d............................ 2 00
10 and 12d.......................... 1 95
16 and 20d.......................... 1 90
30, 40, 50 and 60d. (base)............ 1 85
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $1 90, Toronto.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 55 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz...... .... 0 00 9 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 1 85 3 00

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4.............................. 100 00
No. 56 Hand Machine, range 2½ to 6................................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5 00

PLIERS AND NIPPERS.

Button s Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02¼ 0 02½
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60, 10 and 5 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb	9¾	11
⅜ in.	8½	9½
¼ and 5-16 in.	9	10
Cotton		13
Russia Deep Sea		14½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10, to 80 and 12½ p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb........................ 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 75
Solid, " 1 25

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan & Haynes, per ft..................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only............ 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 40 and 10 to 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz............. 2 30 2 45
" black............... 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'.............. 4 50 11 50

SOLDERING IRONS.

Per lb 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz............... 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 25 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross........... 3 50 5 00
Grind. per ton............... 15 00 18 00

Stove Polish.

No. 4—3 dozen in case.............. $4 50
No. 6—3 dozen in case.............. 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued........... .. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks.......................... 35
Copper tacks 62½
Leather carpet tacks ....
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers................ 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers................ 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..................... 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p. c.
Annealed, annealed and oiled, 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 20c. per 100 lbs.]
Bright, coppered steel and spring, 33⅓ p. c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd.	....	....
Plain twist	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. .. 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70, 10 and 5 to 75 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

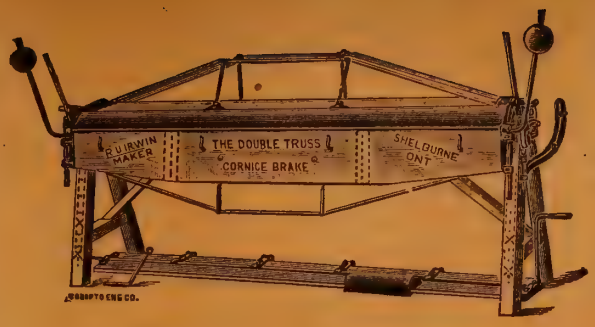
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This eight-foot Brake bends 22-gauge iron and lighter, straight and true.

Price, $50

Very handy bender attachment, $10 extra, if required.

Send for circulars and testimonials to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

BRUSHES

We are headquarters for

To mail Nov 26-10-01

PAINTERS' BRUSHES	SEND FOR PRICE LIST AND DISCOUNTS
HOUSEHOLD "	
STABLE "	
TOILET "	

Meakins & Sons, Hamilton ❀ **Meakins & Co.** Montreal

BRUSHES

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Church's Potato Bug Finish

READY FOR USE DRY.

NO MIXING REQUIRED.

The only safe way to use a strong poison.

Worth its cost as a Fertilizer.

Does not injure the vines.

300 pounds net in every barrel. Price, f.o.b. Paris, four barrels for $10.00. Send in your orders now.

THE ALABASTINE COMPANY, Sole Manufacturers, PARIS

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

IT'S YOUR DUTY

to see that your customers are satisfied with the goods you sell them. Now---in the paint department---Do you give them high grade paints or only cheap, trashy stuff? If you get them to try **ROBERTSON'S PREPARED PAINT** they are sure to be pleased with it and order more---that's the way they all do. Then you can rest, your duty will be done in that direction, and besides this you will be making a profit and gaining the good-will of your customers.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

☞ Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, JUNE 11, 1898 | No. 24

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

Another Advance Step

For over a year we have carried a complete stock of "QUEEN'S HEAD" Iron at Montreal and Toronto, for the convenience of our wholesale customers. We have now added a stock at St. John, N.B., and our friends in the Maritime Provinces can order any of the standard sizes and gauges from their jobbers and rely upon orders being promptly filled.

JOHN LYSAGHT, Limited,
BRISTOL and MONTREAL.

Quick Safe Artistic

"Buy quick and repent at your leisure"—think of the money loss a leaky Radiator entails. The Safford Radiator can't possibly leak—you wonder why, because "most radiators do" you say. Every connection of the Safford has a **screw thread** on it. The joints screw into each other. There are no bolts, rods or packing. The Toronto Radiator Manufacturing Company are the

Original Screw-Nipple Connection Inventors

for Radiators. They keep ahead of imitators you see—always. The "Safford" Radiators give quick and free circulation in a minute after the heat is turned on. Let us send you a book about it—it's free.

The Toronto Radiator Mfg. Co.
Limited
Toronto, Ont.

Safford Radiators

RICE LEWIS & SON
(LIMITED)

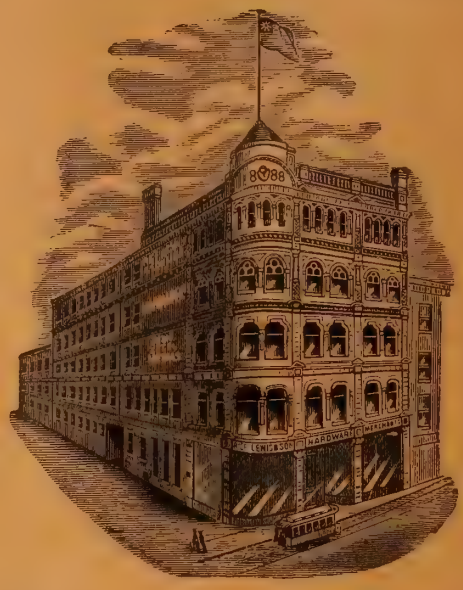
ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware



MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

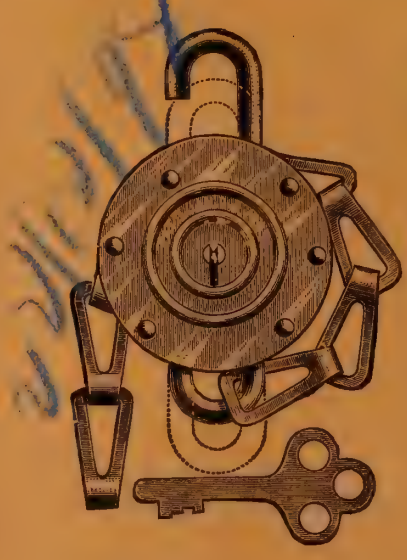
Sheet Copper and Copper Tubing

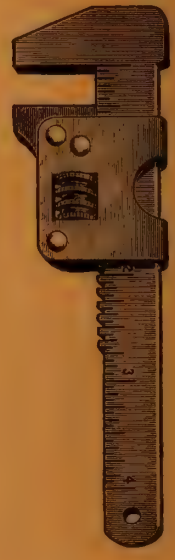
CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.
Limited.

TORONTO

Bicycle Sundries Toe Clips, Coasters, Wrenches, and BICYCLE PAD LOCKS





Also . . . .

"Giant" Metal Sash Chain, Pulleys, "Red Metal" and Steel Chain---Pad Locks, and Rat Traps.

Manufactured by

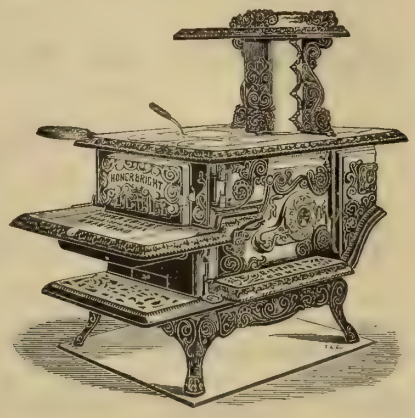
THE SMITH & EGGE MFG. CO

Send for Sundry Catalogue.

Bridgeport, Conn., U.S.A.

"HONOR BRIGHT"

Wood Cook.



—Heavy.
—Massive.
—Substantial.
—Durable.
—Extra Large Oven and Firebox.

Fitted with Patent Illuminated Oven Door, Corrugated Oven Bottom, and all modern features of Cook Stove construction.

If you have not handled this Stove, it will be to your advantage to secure samples, and arrange for the exclusive sale in your locality.

The William Buck Stove Co., Limited

Manufacturers of the celebrated "HAPPY THOUGHT" Range.

BRANTFORD, ONTARIO

YOUR

GARDEN HOSE

Should have a . . .

SEAMLESS TUBE

All our brands of Hose have our Patent Seamless Tube

"Star," "Maroon," "White," "Western," "Phœnix," "Wire-Wound," "Trade."

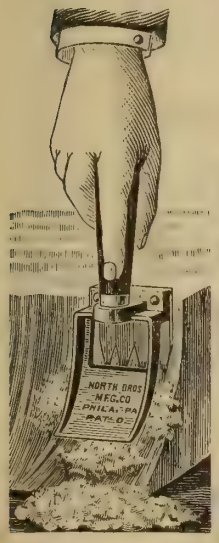
Cotton, Rubber-Lined

THE CANADIAN RUBBER CO.

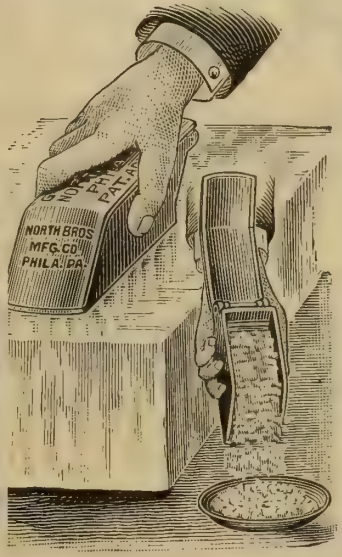
OF MONTREAL

Montreal, Toronto, Winnipeg

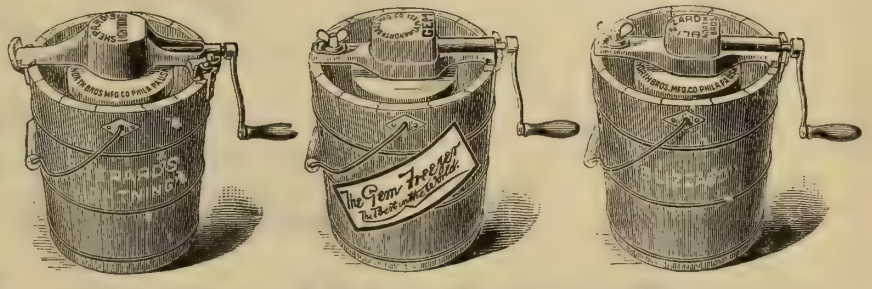
SUMMER SPECIALTIES



"CROWN" ICE CHOPPER
To chip ice in small pieces or use in ice cream freezers.



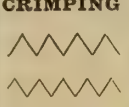
"GEM" ICE SHAVE
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

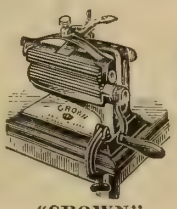


ICE CREAM FREEZERS

THAT SELL AND GIVE SATISFACTION.

CRIMPING



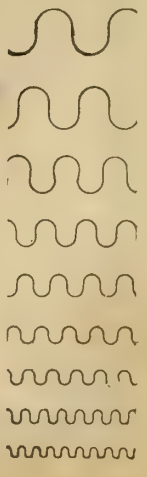


"CROWN" 4½-6-8 in.

"KNOX" 4½-6-8 in.

"AMERICAN" 5-6-7 in.

FLUTING



SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by...

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.

Standard Steel Toe Calks

WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = **Saint John, N. B., Canada.**

The fibre is long and strong

BROWN WRAPPING
HARDWARE MANILLA
MANILLA
FIBRE

Eddy's Wrapping Papers

The E. B. EDDY CO., Limited

HULL	ST. JOHN	VANCOUVER
MONTREAL	HALIFAX	VICTORIA
TORONTO	HAMILTON	ST. JOHN, Nfld.
LONDON	WINNIPEG	KINGSTON
	QUEBEC	

The paper stands wear and tear

TRADE MARK

TRADE MARK

In Stock--

HENRY BOKER'S

Horse Clippers
Toilet Clippers
Fencing Plyers
Barbers' Scissors
Razors, etc.

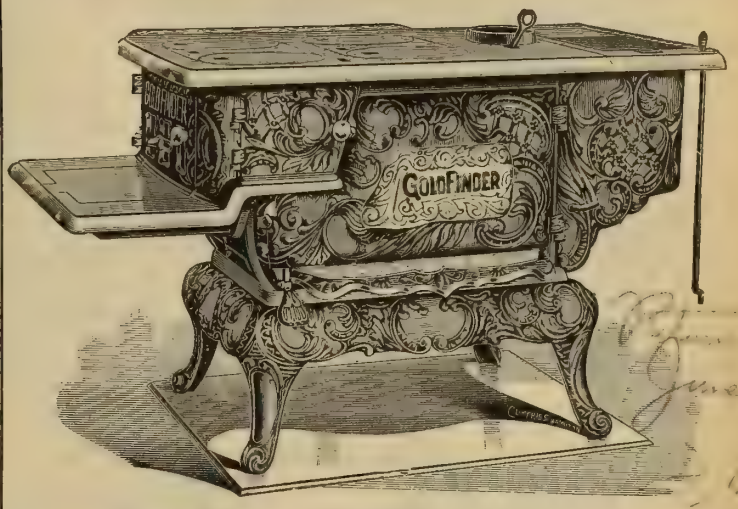
TRADE MARK

TRADE MARK

H. S. Howland, Sons & Co.
Front Street
TORONTO, ONT.

Orders Solicited.

Spring Stoves



GOLD FINDER, Steel Oven.

This wood cook met with tremendous success last year—couldn't supply the demand. It's a seller. If you want the popular medium priced wood cook of the year have the line of Gold Finder on your floor. Four sizes, 8-20, 9-20, 8-22, 9-22, square and with reservoir. Burn 22 in. and 24 in. wood.

Copp Bros. & Co., Hamilton, Ont.
Limited
Toronto Branch—81 Queen St. W.

METALS

Tinplates
Canada Plates
Galvanized Sheets

M. & L. Samuel, Benjamin & CO.

ENGLISH HOUSE.
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

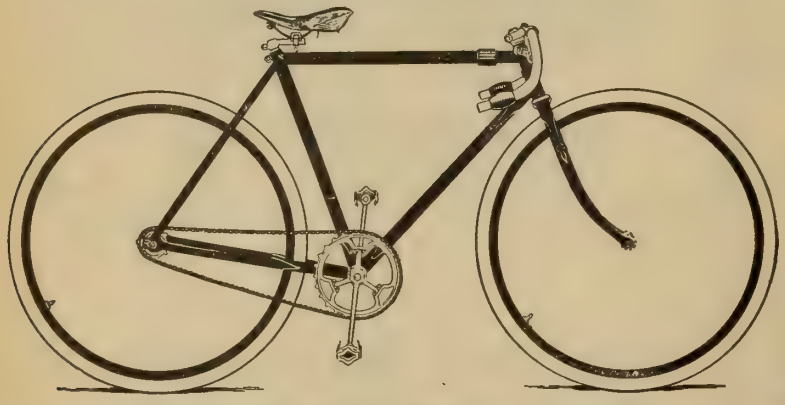
The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale



RAMBLER BICYCLES.

BERTRAM, WILSON & CO.

IRON, STEEL, HEAVY HARDWARE.

LUMBERING, MINING AND RAILROADING SUPPLIES.

PICKS, SHOVELS, SPADES, AXES, SAWS AND FILES.

Agents for

Gormully & Jeffery Mfg. Co., CHICAGO.

...Rambler Bicycles.

53 YONGE ST.

161 YONGE ST.

Kemp's Blue Flame Oil Stoves

ARE NOT AN EXPERIMENT.

Satisfied Users Testify to their Excellence.

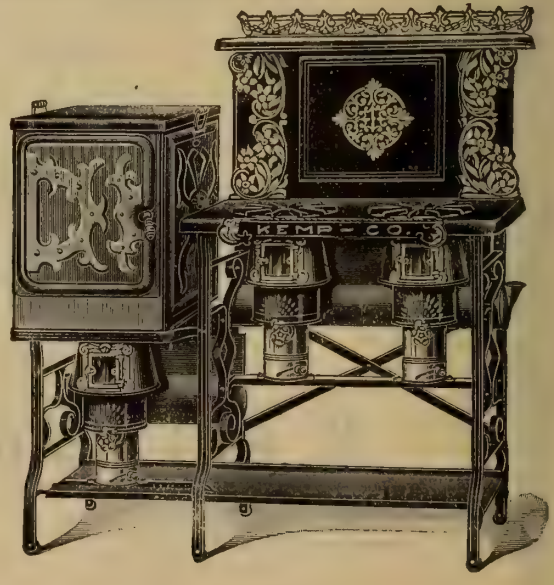
(COPY.) HALIFAX, N.S., May 18th, 1898.

DEAR SIRS,—I have had one of your "Blue Flame" Coal Oil Stoves in daily use for over a month, in the Cooking School here, and can testify to its many excellencies. The construction is so simple that the children have no difficulty in managing it. There is absolutely no odor from the burning oil, and no waste. The oven can be perfectly heated in ten minutes, and then will cook everything that can be cooked in a coal range oven; bread, meat, cakes and pastry. The heat is so steady, that, while things cook thoroughly, there is no danger of burning. There being no attachments, as in a gas stove, the coal oil stoves can be moved at pleasure, and are so neat they might stand in any room.

I am, Yours very truly,

(Signed) HELEN N. BELL,
Principal, School of Cookery, Halifax.

To A. M. BELL & Co., Halifax, N.S.
Agents for "Kemp's Blue Flame" Oil Cooking Stoves for Halifax.



Are you ready for the trade in this line?

ALL SIZES AND STYLES IN STOCK.
WICKLESS STOVES SUPPLIED IN 2 AND 3 BURNER.

KEMP MANUFACTURING CO. - Toronto, Can.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JUNE 11, 1898 No. 24

President, JOHN BAYNE MacLEAN, Montreal. Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

SERIOUS CONDITION OF THE SEWER PIPE TRADE.

A SOMEWHAT interesting condition of affairs in regard to sewer pipe is existing in Canada at the moment. The competition of United States manufacturers is the cause.

Having some time ago dissolved the agreement which held them together, the manufacturers of sewer pipe in the United States have been vigorously slaughtering prices, until to-day the figures at which they are selling entail an actual loss. This is naturally doing a great deal of harm to the manufacturers themselves, and many of the weaker ones have already been crowded to the wall. It is said that in Ohio one-half the factories have so far closed down.

In consequence of this condition of affairs, the Canadian market is being actively prospected for business. The discounts quoted on standard pipe are 90, 91, and 92 per cent. off the list. On double strength the discount is 85 per cent., and on seconds 95 per cent.

Against these prices the manufacturers in Canada cannot compete, and, if the present condition of affairs continues, the closing down of their factories is threatened. In their extremity some of them at least are urging the Customs Department to place an arbitrary value on sewer pipe coming from the United States. This would be an easy thing to do were the prices charged in Canada by the United States manufacturers lower than they are in the market of production, but the trouble is they are not. So a remedy is scarcely likely to be found in that direction.

The only ray of hope in the meantime is that the United States manufacturers who are still in existence are beginning to get tired of the present condition of affairs, and are making efforts to revive the defunct agreement under which they formerly did business.

IRON PIPE MAKERS MEET.

A meeting of iron pipe makers was held in Pittsburg last week. Eighteen mills were represented. The object was to consider prices, and it was decided to fix the discounts on merchant pipe at six 10's for small lots and six 10's and 2½ per cent. to six 10's and 5 per cent. for carload lots.

CANADA AND THE U. S. TREATY WITH FRANCE.

A RECIPROCITY TREATY between France and the United States has been consummated. It went into effect in both countries on the 1st inst., and came as a surprise to even the people of the United States, although negotiations have been pending for about eight months.

This treaty is not without interest to Canadians, in view of the reciprocity treaty which exists between the Dominion and the French Republic.

According to the proclamation issued by President McKinley, the articles of United States production which are to be admitted into France at the minimum tariff, together with the rate in francs per 100 kilos thereof, are as follows :

	Per 100 kilos. Francs.
Canned meats	15.00
Table fruits, fresh—	
Lemons, oranges, cedrats and their varieties not mentioned	5.00
Mandarine oranges	10.00
Common table grapes	8.00
Apples and pears—	
For the table	2.00
For cider and perry	1.50
Other fruits, omitting hot-house grapes and fruits	3.00
Fruits, dried or pressed (excluding raisins)—	
Apples and pears, for the table	10.00
For cider and perry	4.00
Prunes	10.00
Other fruits.	5.00
Common woods—	
Logs, per 100 kilos	.65
Sawed or squared timber, 80 MM or more in thickness	1.00
Squared or sawed lumber, exceeding 35 MM and less than 80 MM in thickness	1.25
Wood, sawed, 35 MM or less in thickness	1.75
Paving blocks	1.75
Staves	.75
Hoops	30.00
Apples and pears, crushed or cut and dried	1.50
Manufactured and prepared pork meats	50.00
Lard and its compounds	25.00

The particular advantages secured by the United States are on meat products and lard compounds, the duty on the former being

reduced by one-half, and that on the latter by one-third.

According to the official report of the United States Bureau of Statistics, issued several months ago, the exports of the United States to France for the fiscal year ending June 30, 1897, were $56,287,631. Of the chief articles enumerated in the above list the exports were as follows: Canned beef, $91,471; apples, green or dried, $41,513; other fruits, $259,867; lard, $1,032,286; bacon, hams, pork, $171,201; wood and manufactures of, not including furniture, $889,319; corn, $2,113,628; unmanufactured cotton, $26,110,302; ingots, bars and rods of steel, $4,513,395; crude mineral oil, $4,584,562; cotton seed, $2,601,526; unmanufactured tobacco, $1,832,903.

Articles, the produce of Canada, which France admits under the minimum tariff are:

Canned meats.
Condensed milk.
Fresh-water fish.
Fish preserved in their natural form.
Lobsters and crayfish preserved in their natural form.
Apples and pears, fresh, dried or pressed.
Fruits, preserved, others.
Building timber in rough or sawn.
Wood pavement.
Staves.
Wood pulp (cellulose).
Extract of chestnut and other staining extracts.
Common paper.
Prepared skins.
Boots and shoes.
Furniture of common wood.
Furniture, other than chairs, of solid wood, common.
Flooring in pine or soft wood.
Wooden sea-going ships.

It will be observed that the list of Canadian products entitled to enjoy the French minimum tariff is more extensive than is that of United States products, and that there is, at the same time, but little clashing of interests.

Canned meats, apples, timber and wood are practically the only articles which appear on the both lists. Canada is, therefore, likely to be affected little, if anything, by the treaty between the two republics. Of the articles which may possibly be affected the Dominion, last year, only sent $1,589 worth of green apples, $1,760 worth of dried apples, and $152,019 worth of wood and manufactures of. We sent no canned meats to France.

The total exports of the Dominion to France last year aggregated $690,696, and the chief articles of export were: Animals, living, $125,014; breadstuffs, $28,141; fish and fish products, 295,974; metals and minerals and manufactures of, $45,230; wood and manufactures of, $152,019.

Canada's exports to France last year were the largest in fourteen years, and have only been exceeded three times, and that was in 1879, 1880 and 1882. In the last named year the exports were $825,573, or about 16 per cent. larger than last year.

The number of articles the product of France which are to be allowed into the United States under a lower tariff are also fewer than under Canada's treaty with France, and are largely confined to brandies, still wines, vermouth and works of art. One important article of French production, champagne, is not included in the United States list.

Canada's imports from France last year were valued at $2,507,128 against $2,782,773 in 1896 and $2,636,342 in 1895. The imports of the United States from France last year were valued at $67,530,231.

From French returns we learn that the United States is fourth in order among the nations as a purchaser of the products of France. Great Britain comes first, of course. Then follow Belgium, Germany and the United States.

In 1896 the exports of France to British possessions aggregated 1,364,300,000 francs; to Belgium 576,300,000 francs; to Germany 401,500,000 francs, and to the United States 339,100,000 francs.

It is estimated that the concessions granted by the United States to France amounted to 1.42 per cent. of the total revenue paid by French imports, while the concessions made by France to the United States show a reduction of 2.58 per cent. of the amount of revenue paid by imports from the United States into France.

THE PRICE OF WIRE NAILS.

The condition of the wire nail market, as far as prices are concerned, appears to be rather worse than better.

One dollar and eighty-five cents Toronto is being commonly quoted for ten-keg lots and $1.75 Montreal. These prices are away below the United States market, freight and duty being taken into account, and a great deal of dissatisfaction is being expressed.

There is a possibility, however, that the worst has been seen, for HARDWARE AND METAL learns that a movement is again on foot to bring the manufacturers together with a view to putting a stop to the present cutting of prices.

ROPE AGAIN ADVANCES.

Still another advance is to be recorded in rope.

In Montreal, the jobbers have advanced their prices 2c. per lb., the base price on sisal being 11¼c. per lb. and 12½c. per lb. on manilla.

The base price with Toronto jobbers is 11¼c. per lb. for sisal and 12½c. for manilla.

The price of both sisal and manilla is now nearly 100 per cent. above the lowest point.

The stock of Manilla in makers' hands, both in the United States and Canada, is very low, so that sisal will have to take its place to a large extent, and the outcome is the recent strength displayed by both lines of rope.

No one is prepared to say whether prices will stop where they are now, in fact, the concensus of opinion is that the top has not yet been reached.

CHANGES IN TURPENTINE AND OIL.

Changes are to be noted this week in the price of both turpentine and linseed oil.

The jobbers at Toronto, Hamilton and London have reduced the difference between city and outside western Ontario points to 1c. per gallon, instead of 2c. per gallon, as formerly. This applies to both turpentine and linseed oil. The price of both these commodities has also been changed 2 and 1c. per gallon respectively.

Turpentine is now quoted at 44c. in the cities and 45c. per gallon at outside western Ontario points, while linseed oil is quoted, in one to four barrel lots, at 49c. for raw and 52c. for boiled in the cities, and 50 to 53c. respectively at outside western points.

In Montreal linseed oil is quoted at 49c. for raw and 52c. for boiled, and turpentine at 46c. per gallon.

ADVANCE IN MATCHES.

A new list has been issued this week on matches by the E. B. Eddy Co., values having been advanced 25c. all round, and jobbers are now quoting as follows: Telegraph, 1 case, $3.45; 5 cases, $3.25; Telephone, 1 case, $3.25; 5 cases, $3.05; Phœnix, 1 case, $3.15; 5 cases, $2.95; Tiger, 1 case, $3.10; 5 cases, $2.90; Telephone, ⅛ boxes, 1 case, $3.45; 5 cases, $3.25.

Parlor matches are unaltered.

HARDWAREMEN AND PAINTS.

THERE are a good many people who paint the interior or exterior of their premises, but a good many more would do so if they were reminded of the necessity of doing so.

The retail hardware dealer should do the reminding.

Ready mixed paints and paint brushes are lines which every hardwareman carries. But it is not every hardwareman who pushes them. Some appear to be satisfied with merely keeping them in stock. There is nothing in the window to indicate that paints and paint brushes are in stock. And the advertisement is equally silent in this respect.

At this time of the year painters' material should be liberally displayed in the windows. Let the retailer occasionally devote the whole of one window to the displaying of such goods, and the whole of his space in his advertisement to drawing attention to such goods, and the results are certain to be beneficial if the displaying and the advertising are properly carried out.

ROPE HALTERS AND BED CORDS DEARER.

The effect of the appreciation in the hemp market has asserted itself in rope halters and bed cord as well as in ordinary rope.

In rope halters there is an advance of about 15 per cent., the quotations now being as follows: ⅜-inch, $7.50 per gross; ½-inch, $9; ⅝-inch, $10.

The advance in bed cord is from 20 to 25 per cent., the quotations for sisal per dozen, net, now being:

	3-ply.	6-ply.
48 feet	$ 70	$1 10
60 feet	85	1 38
72 feet	1 00	1 65
100 feet	1 75	2 12

POOR CLERKS ARE DEAR.

A poor clerk is dear at any price. Low wages and clerks low in measure of ability are just as certain as it is that water seeks its own level.

If a merchant will not pay a fair wage he cannot get a clerk that will be profitable to him.

Poor clerks, like poor goods are unprofitable A merchant may imagine that because he has secured the services of a clerk at a low wage that he has struck a bargain. But if that clerk be either ungentlemanly or ignorant of his business he will drive away more customers than he will attract. And a man who drives away customers is dear, even if his services were gratuitous and a premium was thrown in.

Judging from the character of some clerks, these are particulars which all merchants do not appear to consider.

ADVANCE IN DOOR KNOBS.

DOOR KNOBS have begun to follow the tendency toward higher prices, which has lately characterized many other lines appertaining to the hardware trade, the manufacturers in Canada having advanced their prices about 25 per cent.

The basis is now ninety cents per dozen.

For some time the makers in this country have been selling door knobs at prices which they claim have not been yielding them a profit.

Taking into consideration the duty of 30 per cent. the United States-made door knob is above the cost of the Canadian-made article, and it is contended that there is room for a still further appreciation in the latter.

Comparatively few door knobs are now imported into Canada, the demand being supplied by the home makers.

The persevering man may not get all he wants, but he will get a great deal more than he would had he not persevered.

STOCKING PARIS GREEN.

During the past few days jobbers have been stocking a good deal of paris green to meet the increased demand from country points.

The recent warm, moist weather has resulted in the appearance of a good many potato bugs, which, in turn, has caused a demand from the farmers for paris green.

Besides what is being used for destroying the potato bug, there is a demand for this insecticide for spraying purposes.

In New York the price of paris green is still above the figure ruling in Canada, 19½c. for one-pound packages being the idea.

With a further increase in the demand, prices in Canada are expected to advance.

The man with "snap" is not the man who snaps off people's heads. He is merely one who is awake to his opportunities.

DROPS FROM THE EDITOR'S PEN.

Ideas, like fish, become stale if not used.

Most people who deserve business get it.

A fool can give advice, but it is a wise man who can take it.

Dirt tarnishes a merchant's reputation as well as his store window.

A merchant requires brains as well as a good stock of merchandise.

War seems better at killing business than at killing either men or mules.

Men who look after themselves only will eventually be left to themselves.

Those who do not save their discounts, lose credit as well as their discounts.

Over-attentiveness to customers is nauseating, but sensible courtesy is palatable.

Most people spend more time splitting hairs than they do splitting cord wood.

Men, who make a failure of life, have, as a rule, no one to blame but themselves.

Honesty is the best policy, even when it may seem to be not the most profitable.

He who can sieze an opportunity is greater than he who can sieze a fortress.

He is a wise man who bottles pickles, but foolish is he who bottles up his ideas.

An attentive clerk is looking after his own interests, unconscious, as he may be, of the fact.

When a man gets angry he usually lets off steam that ought to be conserved for industrial purposes.

There are few things which have been so thoroughly tested and emerged therefrom with such credit as advertising.

One merchant ought to be ready to pull with his confrere even for his own sake, let alone for the other fellow's benefit.

If a merchant has not faith in himself, there are very few people who will have faith either in himself or his business.

The "dead beat" continues to sprout, and sprout he will until merchants no longer fertilize him with indiscriminate credit.

It is not the volume of business as much as the proportion of profit to the business done which determines whether the merchant is successful or not.

SUCCESS AS A TRAVELING SALESMAN.

By Henry W. Chapman.

I HAVE traveled 20 years and never missed a season. I have been married eight years and only spent one Christmas with my wife. But I would rather be a traveling salesman than a lawyer or a doctor. Perhaps it is true that to succeed at anything a man must prefer that thing. If I am to be guided by my own experience, there are also other essentials to even a resonable success: Know your goods, know your market, know your customers. Work by day and travel by night. Keep your digestion and your temper even. Keep your eye clear and your hand steady, and tell your customers the truth—not fairy stories, not even "good stories."

The commercial traveler who carries a pistol, a pack of cards, a bottle of whisky and a box of cigars in his satchel doesn't hold out. As a type he is rapidly disappearing. The merchants of the United States have gotten educated beyond him. Goods are no longer sold on friendship. They must have merits of their own, and they must be offered for sale at the right time. Anticipation is half the battle. In the development of this country, the part played by commercial travelers is rarely considered. Yet it is a great deal easier to go out and do a thing than it is to tell how it is done.

Instead of the commercial traveler's work being a picturesque spree, with good stories, good cigars and perpetual parlor car seats, it is after all governed by exactly the same rules as those which regulate any other business. He is the middle man between the seller and the buyer, and he must command the respect of each of them. In order to do this he can't well avoid being truthful, courteous and polite. Instead of loafing, drinking and exchanging jokes with people along his route, he must work hard each day, say one town a day, and travel by nights to the next stopping place. It is hardly necessary to say that he must feel well and keep well to be able to do this; and his digestion must be equal to almost any kind of food he finds.

If my experience is of any value to young men who may think of starting out in this business, they are welcome to it. I began on the road about the time I reached my majority; already I had served a useful apprenticeship in the retail trade. Why was that useful? Because you can't sell goods unless you know them; you can't convince a customer unless you can answer his questions and anticipate his objections. There's no use wasting time in trying to make friends with him unless you can sell him goods. Drinking with him and telling him good stories doesn't count for much nowadays. It's more and more straight goods and straight business.

Every week I get letters from friends asking advice about the road. I believe it is true that I am the oldest man in my line, dry goods specialties, traveling out of New York. For 20 years I have made regular trips through the southwest. I have never carried a pistol in that time and never need one—in spite of the saying that when you need a pistol in Texas you "need it like h—l," I never saw trouble that I felt I had to take any part in. Indeed, I never carried a weapon since my early days, when there were not so many railroads, and I had to make wagon trips sometimes by night, from one backwoods town to another, with a colored man driving me and a Winchester on the seat by my side. When a young man asks how he can start all I can say is, begin in a small way. Experience and reputation in your line are absolutely necessary to secure employment by a good house at good money. Until you have these, try for them, as a retail salesman, anywhere. Unknown quantities are not wanted in big houses.

There are certain kinds of trade, such as shoes, the hat and the clothing, which do nearly all their business by means of traveling salesmen. And they do nearly all of it in four or five months of the year. These salesmen go out in May and June to take their fall orders, and they go in November and December to take their spring orders. A salesman who would travel ten months in the year and carry five times as many goods could not sell any more than they do in four or five. Which indicates that there are two kinds of salesmen, the "pikers," who grind away all the time, and the men who bunch their hits, to use a baseballism, anticipate their customers' demands, sell spring goods, say, in my line, in November and December, go out in March to keep in touch with customers and then spend the warm months in New York selling goods in their own houses to their road customers who have come on here to buy for the fall. While it is true that it is the advance business that pays, it is also true that there isn't any man who can make what I call a salary unless he sells goods in New York as well as on the road. While merchants came to New York twenty years ago more than they do now, it is still true that they continue to come on now at certain times. It is in New York, then, that the traveling salesman who has been in their stores, and mixed with them, knows what they want and how to sell them. And it is here, above all, that the value of the traveling salesman to his parent house is proven, above all mercantile agency reports.

The best customers last year may not be so good this year; discounts may have fallen off, ill-health hurt his business; he may have quarreled by letter with the home house. Now, the home house only wants to weed out undesirable customers, but to replace them with good ones. It is the experienced traveling salesman who alone can know not only when, but where to go. If I tell a southern merchant in July, in New York, that I will be in his place on December 1, and I've always "tooted fair" with him, he'll wait to buy my line of goods until he sees my samples. I have traveled 2,000 miles in one week, and made from five to seven towns in each. On the 26th day of last November I was in Dallas, on the 28th in Waco, on the 29th in Galveston, on December 1 in Houston, and on December 2 in Fort Worth. That would measure only about 700 miles over the State, but it was 4,500 the way I went.

Expenses? Expenses don't cut any figure, You must get the business, no matter what it costs. Your expenses may be $60 one week and $160 the next. To meet them you draw drafts on the parent house—not on a bank. I never knew a reputable house to refuse to pay a draft drawn by a reputable traveling man. And for integrity traveling men are away above the average. The old timer who drank hard and told stories is no longer "in it." The merchant of to-day knows when he is "getting a run for his money." It doesn't do any harm to "jolly" him a bit; naturally, you wouldn't take your troubles to him. Tact and truthfulness generally win. And sometimes you tell him a story you have heard.

Experienced men, who have their health, are never out of a job. Such a one, who travels with a special line of goods for a big house, may make $12,000 or $15,000 a year in commissions. Many of them make from $6,000 to $8,000. A good house salesman in a big house may sell in the market (that is, in New York City, of course), a million dollars' worth of general dry goods in a year. But he couldn't possibly go out on the road with general samples and sell half that amount. Yet, a good traveling sales-

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

man with a special line of dry goods might sell on the road a million dollars' worth of his specialty. So the cost to general houses is less than to special lines to sell their goods, and the general salesmen get paid less.

Concentration is what pays the house as well as its travelers. Know your market, know your customers and know your special line of goods. Every successful road salesman has offers to take out side lines. But I have always refused ; it's better to have one thing to sell and to sell that and nothing else. In all my 20 years on the road I have never been insulted, never had a personal altercation. And the one Christmas that my wife did spend with me she traveled 2,000 miles to do it. But I love my business ; I wouldn't give it up. Even if, like some habits, it does "unfit a man for anything else."—Knoxville, Tenn., Sentinel.

CANADA AND SHEFFIELD TRADE.

Editor, HARDWARE AND METAL,—I notice an item in your paper headed "Canada and Sheffield trade" taken from The Hardware Trade Journal, and beg to state that the writer of that article evidently is laboring under false impressions. In regard to the Canadian trade, it is stated that Sheffield cutlery manufacturers are neglecting Canada, and, as a result, that the cheap German goods are largely stocked and bulk in the shop windows. This is entirely untrue. Most of the reputed Sheffield makers are represented in the Canadian trade, and, as an instance, I will give the names of a few who are in constant touch with the Canadian trade and shipping orders regularly to Canada, viz : Three different firms of Rogers, Wostenholm, Lockwood, Ellin, Askam Taylor, Dickinson, Wilson, Newton, Atkinson, Wade & Butcher, etc. The fact of the matter is, that, at present, there is hardly any table cutlery sold in Canada except Sheffield make and a small assortment from the United States. Sheffield representatives claim that there are already too many of them in the Canadian market.

The German competition comes in principally in scissors, pen knives and razors, but, up till now, there has not been any real first-class pocket knives brought into Canada from Germany, with the exception of Boker's, all other pocket and jack knives of first-class quality are coming from Sheffield.

Again, in razors it has been a question of quality, and the Sheffield makers try to follow the German manufacturers, especially Boker, who takes the lead for the finest quality of razors in the Canadian market. Next to Boker undoubtedly come Wade & Butcher, Rogers and Wostenholm. There are not any German manufacturers in the Canadian market who carry any repute for quality outside of Boker, and it is simply a point of the survival of the fittest. In other words, the average of the quality of Boker's razors is better than those sent to Canada from Sheffield, but, taking the trade as a whole, Sheffield no doubt gets three-quarters, if not more, of all the cutlery trade that is done in Canada, and, through the present preferential clause, it will most likely do more. It is therefore unnecessary to make any statement that the Sheffield manufacturers are not sufficiently after Canadian business. The German goods sold in Canada are mostly of a very common quality with a few exceptions, and amongst the exceptions, the maker of any account is Boker. Any of the other good cutlery sold in this market is of Sheffield manufacture, which ought to be very gratifying to the English makers.

H. WALTER DORKEN.

THOROUGHNESS.

That's one of the potent factors in the success of our business. No detail is neglected. Nothing concerning our business is too small for our careful attention. Every part of our business has the same thorough care.

Every article used in our factory is minutely examined and tested, sometimes in many different ways. Often by more than one person. Nothing escapes us.

There is nothing done by chance—no guess work—all is exactness. This is one of the reasons why

THE SHERWIN-WILLIAMS PAINTS

are so satisfactory. No excellence is acquired apart from diligent, earnest effort. The success of **S.-W. P.** is no accident.

It has succeeded because it deserves success—because it is worthy of success.

Do you sell it ?

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers,

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

WALTER H. COTTINGHAM,
Managing Director Canadian Dept.

THE CANADA PAINT COMPANY.

There is one feature about the manufactures of The Canada Paint Company which readily commends itself and is appreciated. Their distribution is complete from Nova Scotia to the Pacific Coast, and the decorator, finisher, or carriage-painter will always have a "base of supplies" in whichever locality he is engaged. "Some endeavor to fill the country up with literature more or less wasteful," said a member of the firm, "but The Canada Paint Company aim at supplying the Dominion with paint and are evidently doing it, from the increasing quantity of goods which they turn out from their several factories." In this connection attention is drawn to the company's advertirement on page 14.

PRODUCTION AND CONSUMPTION OF COPPER.

The world's copper consumption is increasing at a very rapid rate, as is shown in the following estimate by Messrs. Aaron Hirsch & Son, of Halverstadt :

	Metric tons				
	1893.	1894.	1895.	1896.	1897.
Germany.....	69,513	62 955	70,349	85 371	96,385
France.....	33,886	31 8 7	40,323	49,007	58,326
England.....	96,615	90,' 69	91,084	110,557	110,210
Au-tria-Hungary..	14 901	16,457	15,735	16,498	18,288
United States.....	77,442	94,511	108,000	93,698	101,404
Totals.....	283,348	395,828	325,491	360,131	384 653
World's production	303,520	321 595	334,565	373 363	396,728

The last line of figures gives the world's production as estimated by Messrs. Henry Merton & Co. The English consumption of copper is still greater than that of any other country, while their percentage of the world's production is continually decreasing. The United States now supplies 54 per cent. of all the copper produced in the world.

COMPETITION IN HIGH-CLASS CUTLERY.

JUDGING by recent experiences of the Sheffield crucible steel manufacturers who possess a continental connection, German competition in cutlery and tools is assuming a new shape. Hitherto the effect of competition from this quarter has been mainly felt in the cheapest classes of goods. The distinguishing features of the competition of German hardware manufacturers have been the astonishingly low prices quoted by them, and the lack of durability of their goods, coupled with a finish resembling that of the best Sheffield ware. Naturally, therefore, the public have come to associate with the device "Made in Germany" something cheap and trashy, although occasionally outwardly attractive.

Apparently some German firms, having secured a foothold by means of their low prices and fine finish, now appear to be anxious to compete with Britain in the quality also. The makers of the best cutlery and tools in Sheffield have not yet been seriously disturbed by this activity, and in this respect they have fared much better than their neighbors who catered for a lower class of trade. This state of things seems to have produced among the manufacturers of high-grade goods a feeling of security which they would to well to dispel, for the time cannot be far distant when they also will have keen competition to contend with. It is a fact that during the past two years a marked increase has taken place in the export of the highest grades of Sheffield steel to Germany, and at the present time the firms which deal with the Continent are scarcely able to supply their German customers fast enough. This tendency of trade has been a topic of conversation in commercial circles in Sheffield lately, and a well-known firm, who only cast the very best cutlery and saw steel, inform us that it is impossible to produce steel too good for the present requirements of the Germans. Price seems a minor consideration compared to quality. The firm have mentioned to us several instances where the German buyers paid higher prices than Sheffield houses having a first-class trade were prepared to give. Nearly all these orders were for the "extra best" brand, and occasionally the Sheffield steelmakers have been asked if they could not supply something even better than that. As the same tendency in the German trade has been noticed by other firms, Germany must at the present time be producing a vast quantity of the very finest grade of cutlery, and the output is sure to increase if the demand for best steel is maintained. The Germans are singularly successful in their methods of grinding and making up cutlery, and these differ very materially from Sheffield ideas in one important process. In Sheffield, with but few exceptions, the blades of the best knives are forged out of a rod of steel, but the Germans fly nearly all their blades, both best and common, and to facilitate this process they require their steeel to be supplied to them in large sheets. A manufacturer recently returned from Germany states that he visited a factory which employed nearly 800 workpeople in the manufacture of razors, the bulk of which are shipped to the United States.

The reports of several noted makers of tool steel are of precisely the same character. They declare that they can get better prices for steel in Germany than in Sheffield, and orders for the finest grades are pouring in. It is a generally admitted fact, however, that the Germans are not so successful as the Sheffield workmen in their treatment of the steel. In forging, hardening and tempering the material they have much to learn, and consequently their Sheffield rivals still possess a solid advantage. Much of this high-class cutlery and tools is shipped to Australasia, Canada and South Africa, and the Continental market for high-grade tools is also one of increasing importance. For some time past Germany has been able to supply her own needs in common grades of steel, and the Germans are making undoubted headway in the manufacture of the best brands. Every year some progress is made in the perfection of steel, and when they have once obtained a market for the best finished goods it seems to be in the natural order of things that our enterprising business rivals will not long rely upon Sheffield to supply them with the best steel. These facts show that even the high-class cutlery and tool firms in Sheffield must be on the alert and disabuse their minds of the fallacy that they have nothing to fear from Germany in the matter of quality. Still, it is also well to remember that Sheffield cutlery and tool makers possess many advantages over Germany. Their names stand for excellence, both of material and workmanship, and of durability, they have the most experienced craftsmen, the steel they use is made at the doors of their works, whereas the Germans have to pay heavily for carriage, and all kinds of hafting material are obtainable on more favorable terms in Sheffield than anywhere else.—Ironmonger.

A UNIQUE RECEIPT.

Uneducated people sometimes have a happy knack of coming to the point, says an exchange. Dan and Mose, neither of them noted for erudition, were partners in an enterprise which is needless to specify. One morning a customer called to settle a small bill, and, after handing over the money, asked for a receipt.

Mose retired to the privacy of an inner room, and, after a long delay, returned with a slip of paper on which were written these words :

"We've got our pay. Me and Dan."

GILBERTSON'S
"COMET"
BRAND

Patent Flattened Galvanized Steel Sheets

made of superior Siemens Steel, by the most experienced workmen; smooth, well galvanized and carefully selected; will double seam either way of grain; are **fully equal** in weight and count of sheets per ton, as well as in quality and finish, to the best known brands imported, and **cost less.**

"Gilbertson's" Tinplates

made of best Siemens Steel, are soft, extra well coated, noted for deep stamping qualities, and for canners' use have no equals. **Cost** no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Ponterdawe," "Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S "REGINA" TERNEPLATES

also Imitation Russia Sheets and best Siemens Steel Sheets, cold rolled, cold rolled and close annealed, also pickled.

If your jobber does not keep these brands address,

ALEXANDER GIBB

Agent . . . 22 St. John St., **Montreal.**

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

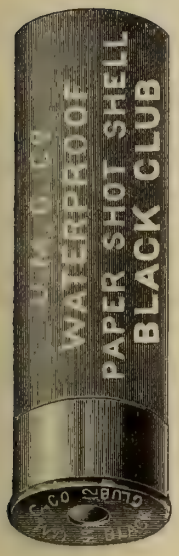
37 Front Street West — TORONTO

THE AMERICAN POWDER MILLS

CELEBRATED

GUNPOWDER

UNSURPASSED BY SIMILAR GRADES OF ANY MANUFACTURE.



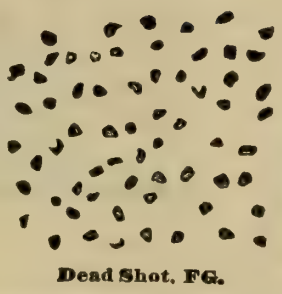
Cartridge Cases
Ely's, U.M.C. and Dominion.

Metallic Cartridges
Winchester, U.M.C. and Dominion.

Fuse
Hemp, Single and Double Tape.

Gun Wads

"DEAD SHOT"



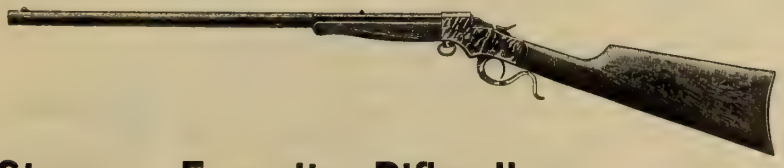
Dead Shot, FG.

Dead Shot, FFG.

A most remarkably and universally popular Brand for general ***FIELD*** and ***TRAP*** shooting. Has for thirty years steadily grown in favor in the United States. ***STRONG, UNIFORM,*** can be ***USED ALL DAY*** without cleaning the gun: being a ***MOIST BURNING*** Powder, it is, for every day use, the sportsman's favorite. ***DEAD SHOT*** is packed in air-tight metal packages, each containing twenty-five pounds.

Loaded Shells
U.M.C. and Dominion.

Gun Caps and Primers



"Stevens Favorite Rifles."

Piper's Guns, Winchester and Marlin Rifles.

LARGE ASSORTMENT — GRAHAM Cut and Wire Nails are the Best. — CLOSE PRICES

DEBT COLLECTING METHODS.

THERE are a great many schemes in vogue for the collection of accounts from slow pay people. Some of them are in direct contravention of the law, and merchants cannot be too careful in the methods they employ.

The bad pay debtor, commonly known as the "dead beat," is entitled to no smypathy, but the law has seen fit, nevertheless, to shelter him in certain particulars, and the law must therefore be respected whether the dishonest debtor is entitled to respect or not.

An Ontario act of 1896 imposes a fine not to exceed $20 per day upon persons who, in an effort to collect an account, use any notice or form which is an imitation of the forms appended to the Division Courts Act. To "dun" a person by postcard is also illegal, and so is any form which is designed to intimidate or to imitate legal documents.

Before us at the moment are a couple of forms and an envelope issued by a certain detective and debt collecting agency, which fact is stated in large letters on both envelope and forms; and all is on blue paper. The documents have been forwarded to this office by a subscriber who desires to know if they are legal; also, whether the attachment of a red seal thereto would be illegal.

As to the documents themselves, it is the opinion of a well-known lawyer, that they and all similar ones are illegal, as their obvious purpose is to intimidate, to frighten into paying an account. Then, as to the seal, the obvious intention of that is to give the document the appearance of being issued under official authority, and is therefore designed to deceive.

HARDWARE AND METAL would not like to recommend the use of the documents. Aside altogether from the question of their legality, it is questionable whether they serve the purpose for which they are designed. They are chiefly intended to frighten the "dead beat" into paying his indebtedness. And when debtors of this class are not, as a rule, frightened by regular Division Court documents, they are not likely to be by these. The professional dead beat is not only often an intelligent man, but he can as quickly recognize an imitation from the real document as most people can a mule from a horse. And, when a merchant is discovered trying to deceive he, of course, weakens his case.

The question as to how debts may be best collected is an important one. We are, however, persuaded of one thing, and that is that a merchant should not give his accounts out of his own hands for collection until he had tried again and again himself. Having failed, then it is for him to employ other and more vigorous means.

AN EXPLANATION.

Editor HARDWARE AND METAL,—My attention has been called to an article in your paper in which you criticize the action of the Tourist Association of this city in having one of its pamphlets printed in the United States.

I feel that it is only necessary to give you the facts of the case in order that you may correct the wrong impression which has doubtless been created by this statement going abroad without explanation. The facts of the matter are these:

The pamphlet in question was specially prepared for distribution at the "Sportsmen's Fair" held in Boston during March. It was the desire of every member of the committee to have the work done here, but when estimates were submitted it was found that to have the work done here and pay the duty necessary in order to distribute the books on the American side that it would cost at least $150 more than if the work was done in the United States.

In addition to this, it was somewhat a question whether the work could be finished in time if done here, and it was absolutely essential that they should be ready when the Fair opened; the main reason, however, being that of expense.

I may further say that we have now in press another much more elaborate book, mainly for distribution on this side of the line, and this, I am happy to inform you, is being printed in one of our city offices.

CHARLES D. SHAW.

Sec. New Brunswick Tourist Association.
St. John, N.B., June 3, 1898.

[Remarks: The explanation is satisfactory, and HARDWARE AND METAL is glad, for the sake of St. John, that it is.—Editor HARDWARE AND METAL.]

SMELTING WORKS FOR GUELPH.

A public meeting of the citizens of Guelph, Ont., called by the mayor of that city, was held last week to consider the advisability of offering inducements for smelting works, which a syndicate is talking of establishing there.

The meeting was addressed by John Brown, of Toronto, who, while he was unwilling to state the names of the members of the syndicate he represented, said their aggregate rating amounted to over $12,500,000. If the works were established they would need to expend $125,000 at least at the beginning, and would employ from 400 to 700 men.

A resolution was passed by the meeting requesting the Guelph city council and the board of trade to appoint a joint committee to confer with Mr. Brown.

Emery and Hardware Specialties

Hamilton, Ont. COOKE HARDWARE CO.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods

THE OSSAWAN MILLS CO.
Norwich, Conn., U. S. A.

Covert Mfg. Co.

West Troy, N.Y.

DERBY SNAP Canadian Patent, April 3 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc., H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co.; Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

TAKE YOUR PICK

You are the buyer. If you are not already a customer, we ask you to give us an opportunity to compete for your trade in . . . .

Wooden Handles

..and..

Turned Goods

including **AXE, FORK, RAKE, SHOVEL, HOE, HAMMER,** etc., etc.

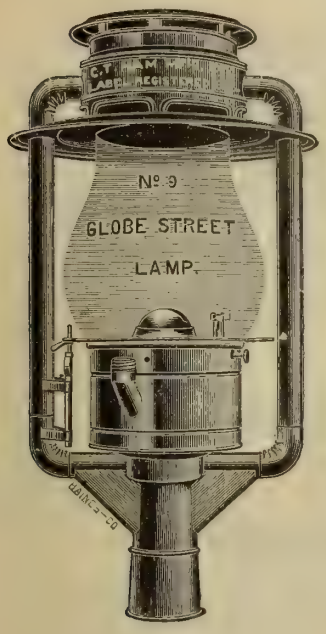
Our handles are thoroughly seasoned, finished perfectly, and second to none.
Write for Price Lists and Discounts.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD
Tilbury, Ont.

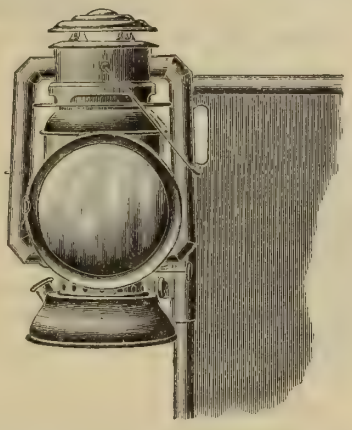
HAM'S
No. 18 Driving Lamp.

"THE DOCTOR'S FRIEND."

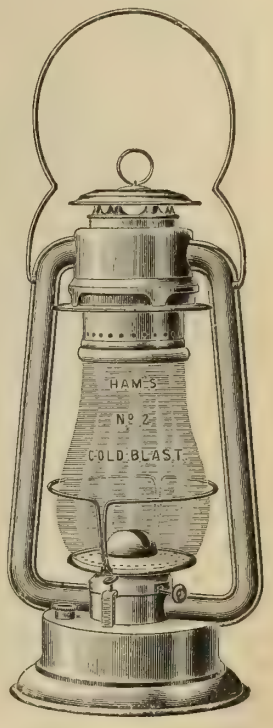


We guarantee every Street Lamp we make to give perfect satisfaction, and we know they have no equal. Automatic extinguisher. First-class for summer resorts—not affected by the wind.

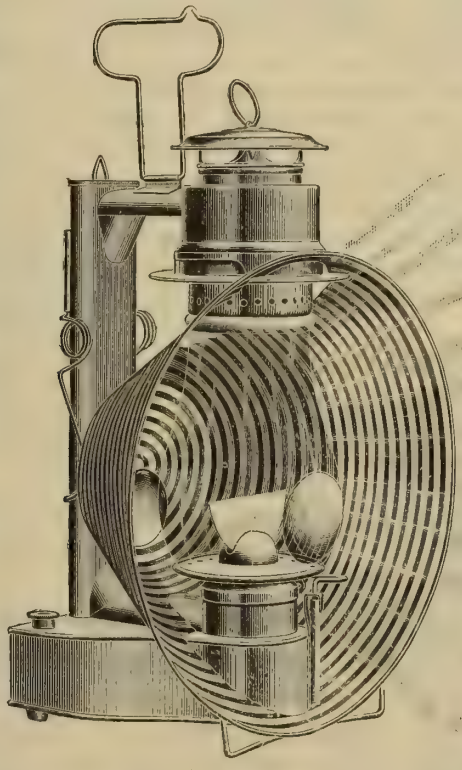
If you have never used Ham's Lanterns or seen them burn it will pay you to specify "Ham's" the next time you order. You will never be satisfied with any other make. Prices help make them so popular.

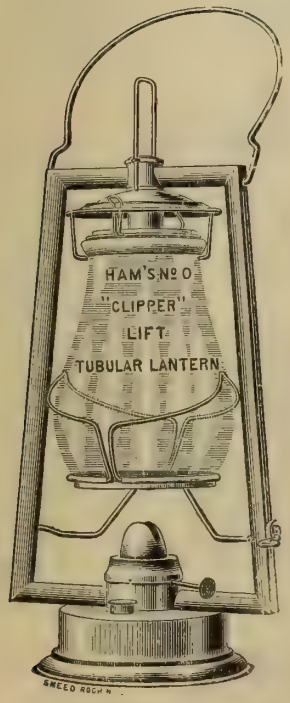


Showing Lamp in position on end of dash. Can be used on front of dash also, by means of spring on back of dash.



This is the **ONLY** original **COLD BLAST** lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities. A good lantern for use around windy places—a great seller.





"Slickest thing out." Takes No. O globe, 5/8 wick, locked burner. Most popular lantern made. Everybody likes it and you can't blame 'em.

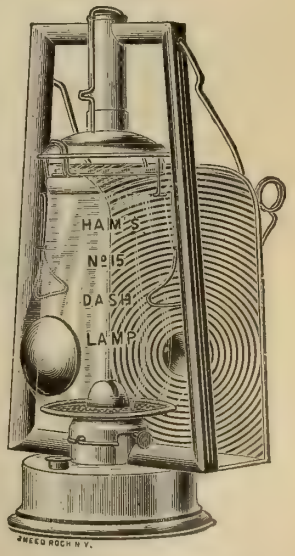
Ham's No. 20 Search Lamp.

Finished in blue japan finish with bullseye or plain globe, as desired. Specially adapted for use on lawns, picnic grounds or summer resorts. Gives a magnificent light and burns so steady in strongest winds.

We Sell to the Jobbing Trade Only.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.



A good combination lantern. Can be used as a common hand lantern or dash-board lamp. Finished in plain tin or blue japan, with plain or bullseye globe.

THAT BROWN WICK.

IN a little more than a year, the wick business of the United States has been revolutionized by the Marshall Process wick. This is because the wick has merit. The Marshall Process or "Brown Wick" is not a dyed wick, but, by the peculiar patented purifying process of extracting all extraneous matter from the best cotton wick that can be made it becomes brown. What at first seemed a disadvantage proved a distinguishing mark, which has made it popularly known as the "Little Brown Wick." It cannot be bleached white, and a dyed wick would be hard and more useless than before. This is a flexible, fibrous wick, as soft as silk, through which, by capillary attraction, the oil is drawn up easily and freely, and with great regularity, insuring thereby the finest white light of the greatest possible illuminating power. More than this, the lamp does not "smell," the combustion of the oil being so perfect as to render it odorless. Gowans, Kent & Co., Toronto, are the Canadian agents for this wick.

CATALOGUES, BOOKLETS, ETC.

A HANDSOME CIRCULAR.

It is not surprising that the business of the Sherwin-Williams Co., paint and varnish makers, Montreal, etc., has shown a remarkable development, for the art and enterprise displayed by that firm in its advertisements, and in the issue of circulars, catalogues, etc., to say nothing of the quality of their materials, is such as is sure to attract attention and admiration.

Their circular on spring painting, recently sent out to the trade, is a fair sample of this. It is printed in black on a green-tinted, deckle edge cover paper, with a light bronze line running midway between the type body and the edge of the paper. This circular is enclosed in an envelope of like paper, with the letters "S.W.P." bronzed on the front. It is indeed a tasty and attractive circular.

STOCKS OF GALVANIZED IRON.

Since last issue, large stocks of "Queen's Head" galvanized iron have been received at Montreal, Toronto, and other wholesale centres, and all regular sizes can now be had from wholesale merchants. There has been a large demand, but the makers have such facilities that they fill importation orders almost immediately on receipt.

THE DUTY ON RUBBER BELTING.

In the House on Thursday Mr. Fielding moved an amendment to the tariff to rectify an error made in printing the Tariff Act. Rubber belting was placed by the House in the list of rubber goods with a duty of 25 per cent. In the Act the words "rubber belting" were accidentally omitted, so that this article goes in with other belting on which there is a duty of only 20 per cent. He, therefore, moved that it be restored to the list so that the duty will henceforth be 25 per cent.

In reply to a question the Minister of Finance said no compensation would be made for the error.

TRADE CHAT.

ASHWELL & SONS' general store at Chilliwack, B. C., was recently burned. The local paper, commenting on the fact, states that the fire protection in that town does not amount to even a bucket brigade. Ashwell & Sons have opened out again in another stand in Chilliwack.

During May the C. P. R. land sales amounted to 43,000 acres, all to actual farmers. 3,300 immigrants arrived during the month.

A brisk shipping trade is looked for this summer at Pugwash. N.S., as thirteen steamers and ships are expected to load deals there.

The council of the Ottawa Board of Trade has called a meeting of the representatives of the various towns and villages in the neighbrohood of the Capital for the purpose of considering the best means of advertising that district as a huntsmen's and anglers' paradise, its beautiful scenery, and other advantages as a summer resort.

"QUEEN'S HEAD" GALVANIZED IRON.

John Lysaght, Limited, of Bristol, Eng., the makers of "Queen's Head" galvanized iron, have been as well satisfied with the results of carrying a stock of their iron in Montreal and Toronto for the benefit of the wholesale trade, that they are now adding a stock at St. John, N.B. They expect this move to result in an increased sale for their well-known brand in the Maritime Provinces.

UNIQUE SIGNS.

A sign in a New England college town some years ago, read about like this :

"JOHN JONES, HATS AND GROCERIES."

There was an old New England sign, or there was said to be one which read thus :

"TESTAMENTS, TAR, AND TREACLE,
GODLY BOOKS AND GIMLETS."

And yet these were not in any sense of the term "department stores." No stretch of reasoning can make them such. They did not monopolize trade, they were a "necessity," not a monopolistic outgrowth. —Exchange.

FROM
ST. JOHN'S
NEWFOUNDLAND
TO
BRITISH COLUMBIA
AT SHORT
INTERVALS
THE
CANADA
PAINT
COMPANY'S
MANUFACTURES
ARE
FOR SALE
DECORATORS
AND
FINISHERS
CAN
PURCHASE
THE
CANADA
PAINT
COMPANY'S
SPECIALTIES
EVERYWHERE
8,000
PACKAGES
PER DAY
SHIPPED
FROM THEIR
FACTORIES
AT
MONTREAL
TORONTO
VICTORIA

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1893, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, OWEN SOUND.

ISLAND CITY

Paint and Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

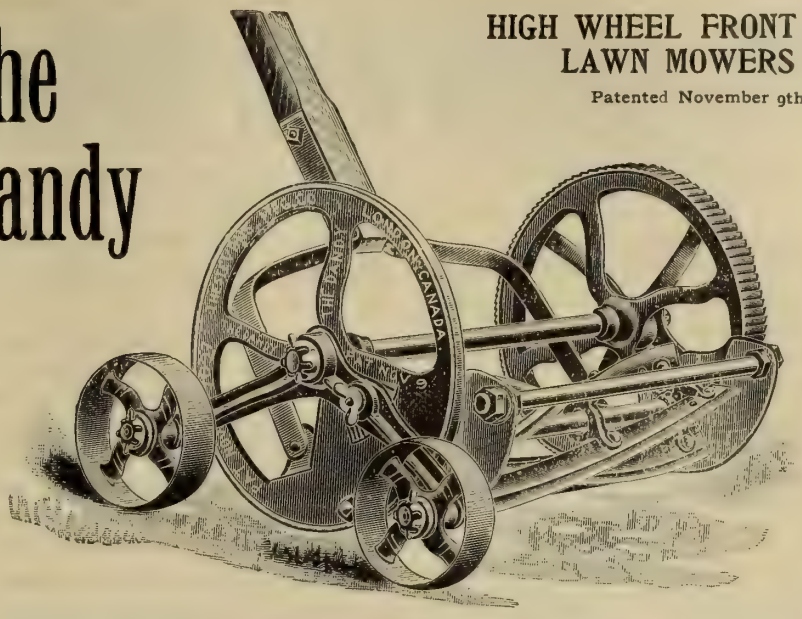
WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS 274 St. Patrick St., MONTREAL.

The Dandy

HIGH WHEEL FRONT CUT LAWN MOWERS

Patented November 9th, 1897



Thoroughly tested and found right. The latest and best mower on the market.

POINTS OF MERIT

Lightness, Durability, Easy and Noiseless Running and Perfect Working.

Its great advantages over all others:

1. The one wheel gear. 2. The front cut.
3. Simple manner of adjusting.
4. The absence of trailing wood roller.

For full particulars, prices, etc., write

THE STEVENS MANFG. CO., London, Ont.

THE QUALITY

. . of . .

QUICKMEAL

BLUE FLAME OIL and GASOLINE STOVES.

Backing up our advertising through the country, is creating a big demand for these popular summer stoves.

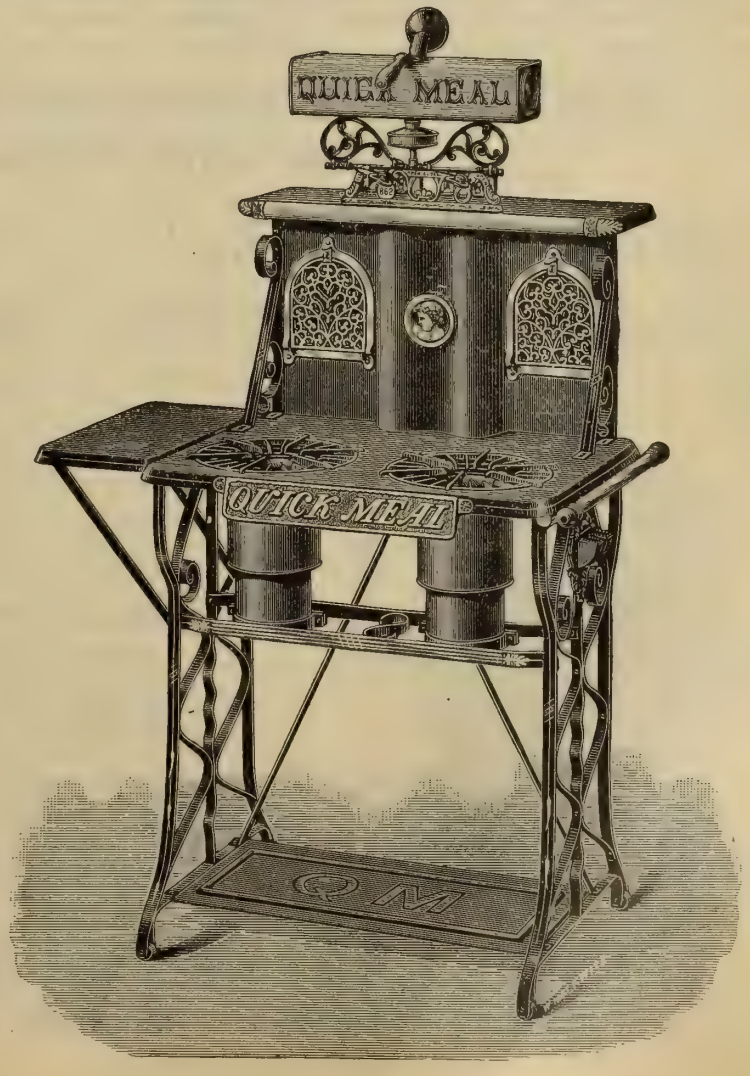
Their **Economy, Simplicity,** and **Reliability** are appreciated everywhere. You'll have no trouble in selling them.

If you have none in stock better send at once for our Catalogue and Price List.

We have a full line of sizes and styles in the Quickmeal, for which we are Sole Canadian Agents.

Also the well-known **Oxford Gas Ranges.**

Let us hear from you.



The Gurney Foundry Co., Limited, Toronto

THE GURNEY-MASSEY CO., Limited, MONTREAL

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 10, 1898.

HARDWARE.

THERE has been a satisfactory business in general hardware since last report. Cordage has again advanced, and is now 2c. higher than it was ten days ago. No other changes of importance are noted. Barb wire is quiet, but plain wire contributes a fair deal of activity. Horseshoes are more enquired for, also harvest tools, and such seasonable lines as wire cloth, etc.

BARB WIRE—Business in barb wire has been rather quiet this week, but prices are steady and unchanged, at $2 f.o.b. here.

PLAIN WIRE—Demand for oiled and annealed, is fair, and prices rule steady, with discounts unchanged on both oiled and annealed and galvanized.

WIRE NAILS—Demand is quiet, while prices are unchanged at $1.90, f.o.b. here, but round lots can be had for less money.

CUT NAILS—A fair inquiry continues for cut nails, and values are unchanged at $1.85 f.o.b. at the usual shipping points, Montreal, Toronto, Hamilton and London.

HORSE NAILS—There is a quiet trade to note, and discounts are unchanged at 50 per cent.

HORSESHOES—Demand for these has been fair of late. We quote as follows: Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50; toe-weight steel shoes, all forward, $5.50.

SCREWS—There is a steady trade doing. Discounts are: Flat head bright, 87½ and 10; round head do., 80 and 10; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—Trade is steady. Discounts are as follows: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10; stove bolts, 70 and 5; tire, 75 per cent.

RIVETS, ETC.—Trade fair and values unchanged. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, 10 and 5, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — Fair orders in both have been moved on the basis of 20c.

CLOTHES WRINGERS—Quiet and steady at $29.

FREEZERS—As last quoted.

HINGES—In fair demand at $3.12 for 6 to 12 and $2.50 for 14 inch.

GREEN WIRE CLOTH—There is a good movement of this material, and jobbers are also booked well ahead with orders.

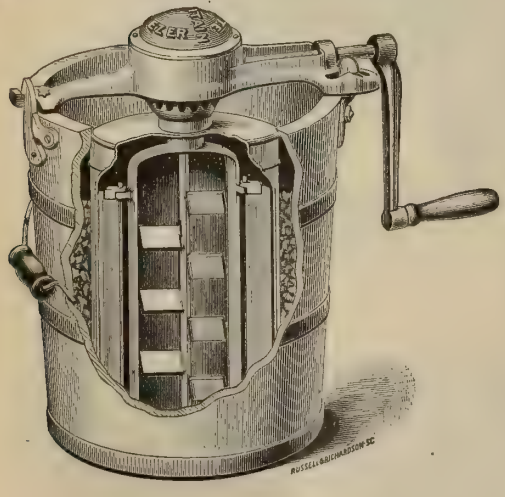
SPADES AND SHOVELS—There has been little change in these, trade ruling dull. Discounts are 40 and 10 per cent.

TOOLS—Harvest tools and lawn mowers supply the bulk of the business in this line at present, demand being quite active.

WE SUPPLY EVERYTHING required for the Stove and Tinware Trades.

"White Mountain" Ice Cream Freezers

11 Sizes (1 to 25 qts.) with crank handle,
3 Sizes (15, 20 and 25 qts.) with fly-wheel.



Their Materials Are Right.

Their Principle Is Right

Their Reputation Is Right.

They have the celebrated Duplex Dasher with self-adjusting wood scraping bar. All gearing covered.

Freezes Cream in Four Minutes

making it finer and smoother than any other freezer.

"MODEL" REFRIGERATOR SAVES ICE.

Seven sizes for domestic use.

Any size to order for hotel or store use.

Their System of Ventilation keeps Victuals Cold and Healthful.

Made of two walls of hardwood, between which is charcoal sheathing, and lined inside with zinc, makes the body four thicknesses of non-heat conducting materials.

Finished "Rich Antique," and trimmed with solid bronze locks and hinges.

THE McCLARY MANUFACTURING COMPANY

London, Toronto, Montreal, Winnipeg and Vancouver.

APOLLO BEST BLOOM
GALVANIZED IRON.

Your jobber can always get it—he may not make so much money on it–promptly.

Your jobber may not be ours ; he can buy of ours ; so can you.

Every sheet and part of a sheet guaranteed. Return to jobber, at jobber's expense, for any defect whatever.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Drain Pipes and Connections
Sewer Bottoms (Inverts)
Farm Tiles
Oakum and Gasket
Portland Cements
Contractors' Supplies.

F. HYDE & CO.
31 Wellington street, MONTREAL

Abbott & Co.
ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON— BRAND

Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BUILDING PAPER—There is no change to report in this material.

CUTLERY —As last reported.

SPORTING GOODS— Same remark applies to these.

CORDAGE—The strength in cordage continues, and there have been two advances in this market since last writing. Jobbers are now quoting : Sisal, 7-16 and up, 11¼c.; ⅜, 11¾c. ; 5-16 and ¼, 12¼c., and 3-16, 12¾c. ; manilla, 7-16, 12½c.; ⅜, 13c. ; 5-16 and ¼, 13½c., and 3-16, 14c.; lath yarn, 7c.

CEMENT—Demand is good and active trade being done at firm prices. We quote as follows : English brands, $2.25 to $2.35; German, $2.30 to $2.45, and Belgian, $1.80 to $2 per bbl., ex wharf.

FIREBRICKS—Without change, business ruling fairly active. Prices range from $16 to $21 per 1,000 as to brand.

METALS.

Demand is quite active for both heavy iron and metals, and prices all round appear to be firm, with an upward tendency.

PIG IRON—Rules quite firm, and some good contracts in both Hamilton and Nova Scotia have been put through at firm figures. We quote : No. 1 Hamilton, $15 to $16; No. 2, $14.50 to $15; Ferrona, $15 ; Siemens $15, and Summerlee and equal brands, $17, ex wharf, and $18 to $18.50 ex yard.

BAR IRON—Quite an active trade has been done in bar iron, and prices are held firm on the basis of $1.40.

BAND IRON—Continues much the same at $1.75.

HOOP IRON—In light demand, but steady at $2.

SHEET IRON — Quite a few orders for this have been attended to this week. We quote: $2.15 on 10 to 16 gauge ; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge ; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—There is a fair trade. We quote: 12 gauge, $2.15 per 100 lb.; 16 gauge, $2.30; 18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35 ; 28, $2.35 to $2.45 ; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3 ; 22, $3.10 ; 24, $3.50; 26, $3.75.

LEAD PIPE—Is going out quite freely. We quote : Composition waste 7½c., and lead pipe 7c., discounts 25 per cent.

GALVANIZED IRON — Trade continues quite active. We quote: No. 28, $3.75 to $4.25, according to brand, and size of order.

TINNED IRON — Small lots are moving in a quiet way, and values are steady.

PIG LEAD—Trade quiet and prices very firmly held at $3.80.

INGOT TIN—Prices have a stiffer tendency, but no quotable change has been established, and we still quote 16½c.

Established 1866.

A. C. Leslie & Co.

Iron, Steel, Metals,
Tinplates, Wire,
Railway Supplies, etc.

Board of Trade Building, MONTREAL

We are headquarters for everything we handle, and claim all our brands to be FIRST CHOICE.
Inquiries solicited from wholesale buyers.

Sanderson's Tool Steel in stock.

Poultry Netting
— and —
Wire Fencing

all widths, weights and meshes in stock. Selling agents for McMullen's celebrated goods. . . . . .

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER"
Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

INGOT COPPER — Very little doing, while prices are steady at 13 to 13½c.

SHEET COPPER — Quiet and unchanged; 16½c. for 14-oz., and 15½c. for 16-oz.

CANADA PLATES—Values on these are very firm, and stocks here are neither plentiful or well assorted, except in the case of one or two firms. We quote accordingly: 52's, $2.15 to $2.25; 60's, $2.25 to $2.30, and 75's, $2.30 to $2.45.

TIN PLATE—There is a good enquiry for these, and values are firmly held. We quote as follows: Coke, I.C., $2.90 to $3.25; charcoal, I.C., Allaway or Comet brands, $3.50; do, I.X., $4.10 to $4.25; Lincoln, $3.75; P. D. Crown, I.C., $3.95; do. I.X., $4.95; Bradley's, $5.75.

TERNE PLATE — Demand is fair and prices steady at $6 to $6.25.

COIL CHAIN—A fair trade is doing: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½-inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Quiet and steady at 5½c.

SOLDER—Held steady at 11 to 11½c.

SPELTER — Quiet. Vieille Montague, $5.25, and American, $5.

ANTIMONY—In casks has sold at 9½c.

IRON PIPE—There has been no quotable change, but the appended figures are pretty close, considering what makers are now asking. Demand has been moderately active. We quote as follows: Black pipe, ¼-inch and ⅜-inch, $1.90; ½-inch, $2.20; ¾-inch, $2.65; 1-inch, $3.65; 1¼-inch, $4.75; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.75; ¾-inch, $4.25; 1-inch, $6.25; 1¼-inch, $8.25; 1½-inch, $11.50, and 2-inch, $16.

SANITARY WARE—Without new feature.

GLASS.

There has been a fair inquiry for window glass, and prices are steady. We quote as follows: First break, $1.40; second do, $1.50 per 50 feet; third break, 41 by 50, $3.10, and 51 by 60, $3.30 per 100 feet.

PAINTS AND OILS.

At our last writing linseed oil was easier in England, and, but for scarcity of supplies, prices would have fallen here in sympathy, but now the English quotation is higher, and consequently the article is steady at quoted prices. Turpentine, as expected, has dropped 7c., and continues easy at the decline. Paints are without change in quotations. Some large orders have been placed during the week at schedule rates, and the demand for general goods continues to be large. In seal oil small lots have sold on spot at 37½c., but new, to arrive, is offering at 35c.

WHITE LEAD—Best brands, Government standard, $5.62½; No. 1, $5.25; No. 2, $4.87½; No. 3, $4.50.

DRY WHITE LEAD—$4.75 in casks; kegs, $5.

RED LEAD—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 46c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c.; 1-lb. tins, 18½c.

MIXED PAINTS—Steady; $1 to $1.20 per gallon.

CASTOR OIL—Quiet at 10 to 10½c.

SEAL OIL—37½c.

COD OIL—Supplies light, and prices firm at 40c.

NAVAL STORES—Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

There has been another advance of 2c. in beef hides, and we now quote: No. 1, 11c.; No. 2, 10c., and No. 3, 9c. Competition from Quebec tanners sent prices up.

PETROLEUM.

Dull but steady. We quote: Canadian refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 15c. in car lots, 16c. in small lots; water white, 16½c. in car lots, 17½c. in a jobbing way; Pratt's astral oil, 18c. in carlots, and 19c. in small quantities.

MONTREAL NOTES.

Seal oil, to arrive, is offered lower at 35c.

Turpentine has declined 1c., as was expected last week.

Hides have advanced 2c., as a result of active buying by Quebec city tanners.

Cordage is now 2c. higher than it was ten days ago, on both sisal and manilla, and is strong at the advance.

Scotch pig iron ex-yard shows a firmer tendency this week at $18 to $18.50, the inside figure having been refused.

Arrivals of cement this week consisted of 3,300 barrels Belgian. No English was received. Receipts of firebricks were 23,000.

OAKEY'S
'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

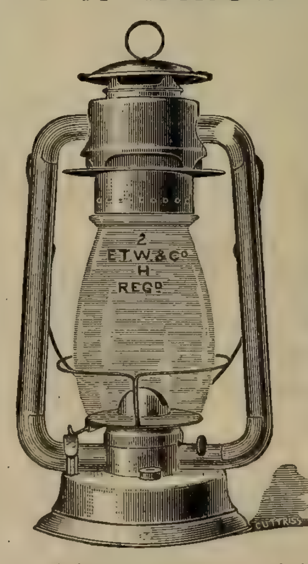
The...
John Morrow Machine Screw Co.
Ingersoll - Ontario.

"THE DAISY"

Barrel Churn with **Roller Bearing Stand** is the favorite, and takes the lead everywhere. **More sold than all other kinds.** Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED.
Headquarters, London, Ont. Eastern Branch, 60 McGill St., Montreal, Que.

E. T. WRIGHT & CO.



Manufacturers of . .

Tubular and Cold Blast Lanterns

Bird Cages
Mouse Traps
Flour Sifters

Stamped
Re-tinned
and Japanned
...TINWARE

HAMILTON - CANADA.

ONTARIO MARKETS.

TORONTO, June 10, 1898.

HARDWARE.

THE wholesale hardwaremen in Toronto are still busily employed, although in the opinion of some the volume of business is scarcely as heavy as it was a week ago. Still another advance is to be noted in regard to rope, and both bed cord and rope halters are higher in price, particulars of which will be found in our editorial pages. These are about the only quotable changes. Stocks of barb wire are still low, while the demand is fairly good. Oiled and annealed wire is still in good request. A good business is being done in wire nails, but prices are unsatisfactory. A few good orders are reported for horseshoes. Churns are still going out freely. Business keeps up well in green wire cloth, but the demand for poultry netting is falling off. A fair sorting-up trade is being done in cutlery, and a good deal of ammunition is being shipped. Spades, shovels, harvest tools, and seasonable lines generally are in good demand.

BARB WIRE—Stocks are low, while orders are still coming in freely. There is a scarcity of four-point four-inch wire. Very few shipments are at the moment being made from Cleveland on account of the delay in getting delivery. We quote: $1.80 f.o.b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—Shipments of oiled and annealed wire are being made freely, but galvanized is moving but slowly. Discounts are: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days.

WIRE NAILS—The demand is good, and rather better than it was a week ago. Prices, however, are unsatisfactory, and an effort is again being made to establish a uniform price. The idea for 10-keg lots, Toronto, is $1.85, and $1.90 for smaller quantities.

CUT NAILS—The improvement in the demand noted last week has been maintained. We quote as follows: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—Trade is still fair. Discount unchanged at 50 per cent.

HORSESHOES—Quite a few orders have been received, the improved demand noted last week having been maintained. We quote: Montreal, $3.25; Toronto, and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS—A good trade is being done in this line. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass,

EASTLAKE SHINGLES

ARE THE

Reliable, Up-to-date, Roof Protection

To be had either galvanized or painted—with our patent side lock, which makes them the quickest laid shingle on the market. Each shingle is accurately squared—they fit perfectly, and can be applied by any handy man. There's nothing experimental about Eastlakes—they've stood the test and proved themselves fire, rust and leak proof — economically satisfying.

Our Pressed Brick and Rock-Faced Stone Steel Sidings are very popular for all classes of buildings. Shall we send you a catalogue with fuller information about these goods?

The Metallic Roofing Co., Limited

1179 King Street West, TORONTO.

Our line of both

Sterling Silver

and

Electro Silver Plate

is very complete in new designs.

The Toronto Silver Plate Co.
Limited

Silversmiths and Manufacturers of Electro Silver Plate.

Factories and Salesrooms:

King Street West,
TORONTO, Can.

E. G. Gooderham,
Manager and Sec.-Treas.

82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS — The bolt trade is active, and particularly in machine bolts. Discounts are as follows: Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS—Trade has fallen off considerably in this line during the past week, which is natural at this time of the year. We quote as follows: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50, and 10 per cent.; bifurcated, with box, $1.25.

ROPE—Still another advance is to be reported, the base price of sisal now being 11½c., and that of manilla 12½c. per lb. A number of shipments have been made during the week, but the high prices are affecting the demand. We quote: Sisal, 7-16 in. and larger 11½c.; ⅜ in., 12c.; ¼ and 5-16 in., 12½c.; Manilla, 7-16 in. and larger, 12½c.; ⅜ in., 13c.; ¼ and 5-16 in., 13½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CHURNS—Are still going out freely. We quote discounts 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — An improved demand is to be noted. We quote as follows: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING — Business is moderate. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES — Trade is keeping good. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lb., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH—Quite a number of shipments are being made. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—A good many rolls are still going out, but the demand is not as good as it was a week ago.

SPADES AND SHOVELS—Jobbers are still experiencing difficulty in supplying the demand for the cheaper grades. Discount, 40 and 10 to 45 and 2½ per cent.

HARVEST TOOLS—Orders are still chiefly for small quantities.

GARDEN HOSE—The demand is active. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

LAWN MOWERS — Manufacturers are still only able to make part shipments. Jobbers, in consequence, are in much about the same position.

BUILDING PAPER — Business is only fair. We quote: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lb.; "Cyclone," 40c. for plain and 45c. for tarred.

WARE—Business is keeping up nicely in both tinware and granite ware.

CEMENT—Business continues active, with prices unchanged. We quote in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

No material change has taken place during the week, either in regard to prices or volume of business.

PIG IRON — Business is quiet. We quote: United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55. Hamilton iron, No. 1, in 100-ton lots, is quoted at $14, on track Toronto.

BAR IRON —Quiet. We quote base price $1.45 to $1.55 from stock, and $1.35 to $1.45 from factory.

HOOP AND BAND IRON — The demand has been somewhat better during the past week with prices firm. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL—Trade is not active. We quote as follows: 12 gauge, $2.25 per 100 lb.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—A few large orders are being received, but in general trade has

ONTARIO LEAD AND WIRE CO'Y, Limited

TORONTO.

Manufacturers of . .

"Somerville's" Absolutely Pure and Decorators' Extra

WHITE LEAD

also

"Ontario" Pure, Nos. 1, 2, 3 and 4.

Wire Nails . .

Barb Wire and Staples

Ross Braid

Ribbon Fencing

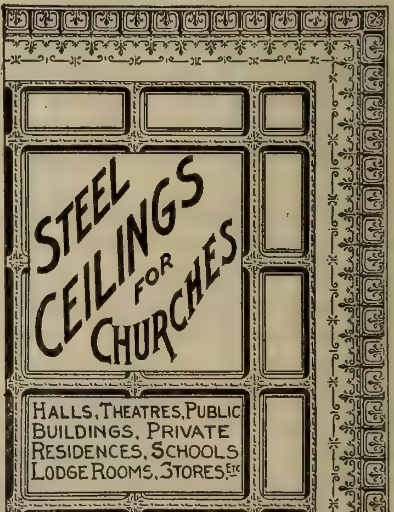
Shot, Lead Pipe, and Traps

Importers and dealers in

PLUMBING AND STEAM FITTERS' SUPPLIES

Factory—55, 57 and 59 Richmond St. East.
Office—54 and 56 Lombard Street.
Telephones—763 and 1092.

WRITE FOR OUR PRICES



Not a Substitute

but superior to lath and plaster, will not crack and fall off, absolutely fire-proof, handsome in appearance. Send for our beautiful catalogues showing three hundred designs; free for the asking. Estimates furnished on receipt of plans.

The ..
PEDLAR METAL ROOFING CO.
Oshawa, Ont.

been on the quiet side. We quote as follows: 10 to 12 gauge, $2.25 to $2.40 per 100 lb.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—The demand is strong, and some good shipments have been made during the week. Quite a number of orders for English iron have been received. Stocks are now in better shape. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—Has not shown any change locally, either in regard to business or prices. The idea as to price is $3.85 to $4 per 100 lb.

INGOT COPPER—Trade is still slow. Prices are unchanged at 12½ to 13c.

INGOT TIN—Shipments in general have been small. Small lots are quoted at 17c. and quantities at 16½ to16¾c. per lb.

SHEATHING COPPER, ETC.—Still quiet. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

MILK CAN TRIMMINGS—Some good orders have been received notwithstanding the lateness of the season. Discount, 25, 10 and 7½ per cent.

LEAD PIPE—The improved demand noted last week appears to have been maintained. Discount 25 per cent.

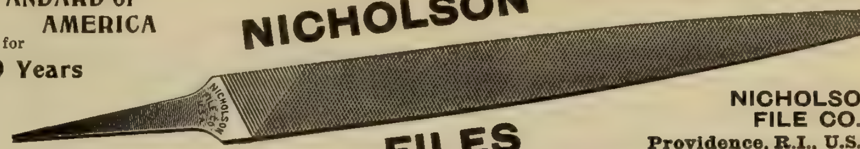
IRON PIPE—Orders are quite numerous for small quantities. We quote as follows: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.80 to ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.25 to $9.20; 1½ inch, $11.25 to $11.80: 2 inch, $15.20 to $16.

RANGE BOILERS—Trade keeps fair. We quote as follows: Galvanized, 30 gals, $5 50 to $6; 35 gal., $6.50 to $7; 40 gal., $7.50 to $8; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES The market continues strong as to price. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—Stocks are light, in some sizes are low. The demand is good. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28;

TANDARD of AMERICA for ɔ0 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass," St. Helens. Telephone No. 68 St. Helens.

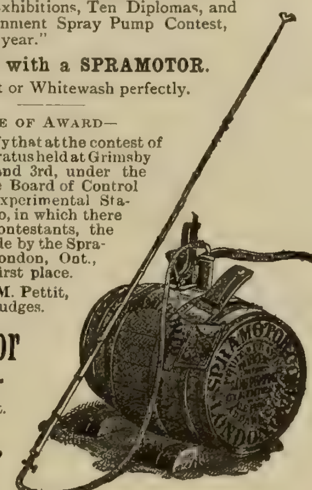
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

The Niagara Falls Acetylene Gas Apparatus

STANDARD APPARATUS.

Bearing Canadian Fire Underwriters' Certificate.

Patented in Canada, United States and Great Britain. This is the only machine perfectly automatic in its action, requiring little or no attention. Machines always in stock from 5 to 100 light. Larger sizes on short notice. Acetylene Gas the coming light. Cheaper than electric light, coal gas or coal oil.

For Private Dwellings, Business Houses, Churches Public Halls and Offices.

For particulars write to the

NIAGARA FALLS ACETYLENE GAS MACHINE CO. Limited
Niagara Falls, Ont.

Portland Cements
Best German, English and Belgian Brands
Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.

Largest Stocks. Lowest Prices.
Send for Quotations.

W. McNALLY & CO.
MONTREAL.

☞ SPORTSMEN ☜
NOTE
THE ABBEY IMPROVED CHILLED SHOT
NEWCASTLE, ENGLAND.

Is made by a NEW PROCESS, and is highly spoken of by Sportsmen and Sporting Papers. Kills at greater distance than Soft Shot. Gunmakers wishing repeat orders should load with this shot.

PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspector of Penitentiaries, Ottawa," and endorsed "Tender for Supplies," will be received until Monday, 20th June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1898-9, for the following institutions, namely:

Kingston Penitentiary,
St. Vincent de Paul Penitentiary,
Dorchester Penitentiary,
Manitoba Penitentiary,
British Columbia Penitentiary,
Regina Jail,
Prince Arthur Jail.

Separate tenders will be received for each of the following classes of supplies:

1. Flour (Canadian Strong Bakers').
2. Beef and Mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal Oil (Best Canadian, in bbls.).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and findings.
11. Hardware.
12. Lumber.

Details of information, together with forms of tender, will be furnished on application to the Wardens of the various institutions

All supplies are subject to the approval of the Warden.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsation of at least two responsible sureties.

DOUGLAS STEWART,
Inspector of Penitentiaries.

Department of Justice,
Ottawa, May 20th, 1898.

(23)

charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—Trade for this time of the year has been good, although the quantities would have been large. We quote : 5½c. in case lots for 22 to 24 gauge, and 5¾c. in lesser quantities ; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES — During the past week trade has fallen off, and that materially. We quote : I C, $6 to $6.75 ; I X, $7.50.

COIL CHAIN—Trade is rather quiet. We quote : ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25 ; 7-16 in., $3.15 ; ½ in., $3.10 ; ⅝ in., $2.80 ; ¾ in., $2.75.

SHEET ZINC—Trade is still fair at 5½c. for cask lots ; smaller quantities higher.

SOLDER—A fair movement is still reported in solder. We quote : Standard, 11½c. per lb. for quantities, and 12c. for small lots ; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY—Quiet. We quote : Cookson's, cask lots, 10½c.; smaller quantities, 11c.

ZINC SPELTER—Business continues fair at 5c. per lb.

GLASS.

There has been some improvement this week, orders commencing to come in well. Import orders continue to come in steadily. Some houses note, however, that there has been considerable delay in shipping, for which no reason is assigned by transportation companies. Prices are unchanged. We quote : First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75 ; double diamond, under 25 united inches, $4, Toronto, Hamilton and London ; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

A brisk demand continues for all lines, especially for scrap copper and brass. We quote : Agricultural scrap, 45c. per cwt. ; machinery cast, 52½c. per cwt. ; stove cast scrap, 30c. ; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c. ; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c.; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

PAINTS AND OILS.

The market has been remarkably steady for paints and oils since our last report, and we have little change to note. The several factories seemed to be pushed to their utmost capacity, and quotations throughout are well maintained. There have been some very heavy arrivals of dry white and red lead, and, in fact, all supplies are coming forward pretty freely and will tend to remove any cause of complaint which may have existed as to slow deliveries. The keen competition amongst varnish makers is given as a reason for some unmerciful cutting in the varnish and japan departments. With the good healthy business tone which obtains at present amongst the commercial world, the unnecessary sacrifice of profits should not exist. All dry colors are in demand. Putty keeps steady with some enquiry for forward requirements. Coach colors, enamels and stains are moving encouragingly without special feature. Castor oil is in splended demand, and while stocks are heavy, prices are very stiff at the present figures. Turpentine is somewhat weak, with prices 2c. lower. Linseed oil is moving briskly, and is 1c. lower. The time has come when outside business can be done on smaller margin, so outside prices will henceforth be but 1c. higher than Toronto, Hamilton and London prices, instead of 2c. as formerly, on both turpentine and linseed oil. This will be favorable to country dealers. We quote as follows :

WHITE LEAD—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00 ; No. 3, $4.62½ ; No. 4, $4.25 ; dry white lead in casks, $5.10.

RED LEAD—Genuine, in casks of 560 bs., $4.75 ; ditto, No. 1, in casks of 560 lbs., $4.50 ; genuine, in kegs of 100 lbs., $5 ; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50 ; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS — Ordinary, $1.75 per barrel ; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity ; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 16½c. ; 50 and 100-lb. drums, 17c.; 1-lb. packages, 18c.; 1-lb. tins, 18½c.; cases, ½-lb. boxes, 19½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL — In cases, 9½c. per lb. and 10½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed) : Raw, 1 to 4 barrels, 50c.; boiled, 1 to 4 barrels, 53c. Prices in Toronto, Hamilton, London, are 1c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 45c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 1c. less than the above. Terms, net 30 days.

HIDES, SKINS AND WOOL.

HIDES — There is a good demand from local tanners, and prices are firm. We quote: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9 to 9¼c.

CALFSKINS—An advance of 1c. per lb. is noted, but the prices are considered too high, and there is but a poor demand. We quote : No. 1 veal, 8 lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c. ; culls, 15 to 20c.

SHEEPSKINS—There is little doing. We quote at $1.15 to $1.35.

WOOL—The prices now paid are speculative, as there is nothing in the English or American market to warant the quotations. Unwashed is selling at 10 to 11c., and fleece at 16 to 17c.

COAL.

There is little business being done. Prices are unchanged. We quote anthracite at Buffalo and bridges as follows : Egg, nut and stove, $4.25 ; grate, $4 per ton.

PETROLEUM.

Business is quiet. We quote at Toronto, as follows : Canadian, 13½c ; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c., in bulk.

MARKET NOTES.

Door knobs are about 25 per cent. dearer.

Rope, rope halters, and bed cord are all dearer.

Turpentine is 2c. per gallon and linseed oil 1c. per gallon lower, while the difference

BUSINESS CHANCE.

A GENTLEMAN CAPABLE OF BUILDING AND putting in operation a modern plant for the manufacture of wire cloth, such as is used on screen doors and windows, desires to correspond with responsible firm that wishes to add such a plant to their business to be operated in Canada. Address, E. E. R., care this journal. (24)

PARTNER WANTED.

WANTED—A HARDWARE MAN—ACTIVE—with $5,000 capital, to take a partnership in general business now doing a trade of over $60,000 a year, in good circumstances, in a thriving country village and a good farming locality. Apply to Howard Ferguson, Kemptville, Ont. (24)

R. C. LeVESCONTE

Barrister, Solicitor, Notary, Etc.

THE McKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

EXCELSIOR

Potato Bug Killer

SANDERSON PEARCY & CO.

TORONTO

between city and outside price is now only 1c. instead of 2c. as before.

When stove manufacturers use "Enameline," the hardware merchant can feel pretty sure it makes a "shine."

At the Winnipeg Gun Club tournament, the Dupont Trophy was won by Mr. G. Andrews with "Robin Hood" powder.

B.C. LEAD INDUSTRY.

ALREADY we have referred to the importance to this Province of the lead refining industry, and what it means to the country. We understand that last year British Columbia exported to the United States 43,500 tons of lead ore, the import duty upon which amounted to $670,000; the freight amounting to $600,000, making $1,270,000 loss to the Province. If the lead was smelted and refined in British Columbia this money would have been saved. The question arises as to what market can be found for pig lead, and manufactures of lead. The Canadian market does not exceed a consumption of 10,000 tons. Therefore, we must look beyond for a market for the enormous amount of pig lead which could be produced from the output of our mines. Where is that market to be found? In Great Britain pig lead is now commanding $50 per ton of 2,000 lb. The freight on pig lead to England would certainly not exceed $18 per ton, from, say, the Slocan district to Swansea. This would leave a margin of $32 per ton for getting the lead for smelting and refining processes and for profit, a margin amply sufficient to make the lead mining industry a most profitable undertaking, when it is considered this is dealing with lead alone in the ore, irrespective of any amount of silver or gold. The great object to begin with, is the establishment of smelters and refineries in such localities as to make them available for obtaining the ore and the fuel required for smelting and refining purposes at the least possible cost. When we consider the excellent fuel to be obtained upon the Coast, and also in the Crow's Nest Pass for the interior smelters and refineries, we find this Province so favorably situated in this respect as to place beyond doubt the profitable treatment of our lead ores. All that is required are the energy and capital necessary to put the works into operation. A subsidiary market would be provided in Japan, China and Chili. But that in Europe alone should content us for some years to come, as it would amount to upwards of 200,000 tons a year. This subject, we are pleased to learn, is commanding the attention of the Provincial Government, and legislation looking to the protection of the industry for British Columbia refineries will be urged upon the Federal authorities at an early date. The loss of a million and a quarter to this Province annually, is a serious matter.—World, Vancouver.

POWER REQUIRED TO LIFT THE EARTH.

The approximate weight of the earth is pretty accurately known. Therefore, the number of foot-pounds of power required in order to lift it any specific distance is a matter of comparatively easy calculation. J. A. Renie, in Power, gives the following interesting figures bearing on the subject: "It would require the power of a 10,000 horse-power engine about 70,000,000,000 years to lift the earth one foot in height, and to do this work, allowing 13 pounds of water per hour per horse-power, it would require about 10,000,000,000,000,000,000 gallons of water, or more than would be discharged at the mouth of the Mississippi river in 60,000 years. This would be enough water to cover the entire surface of the earth to a depth of about 300 feet; to convert this water into steam, using good boilers, would require about 4,000,000,000,000,000 tons of coal; if this coal was loaded on cars of 20 tons each it would require 200,000,000,000,000 cars; if the cars were 30 feet long and all coupled together in one train it would reach around the earth 45,000,000 times, and if it was running 25 miles per hour it would require 5,000,000 years for it to run the length of itself."

PERSONAL MENTION.

G. J. Crowdy, representing James Hutton & Co., Montreal, the agents for Joseph Rodgers & Sons, Limited, Sheffield, England, was in Toronto on business this week.

Mr. Chas. Alexander, one of the directors of the American Screw Co., Providence, R.I., was in Toronto on pleasure bent this week.

Mr. Fred W. Wright, the master car painter, of the Canada Southern Division Michigan Central Railroad, paid a flying visit to Toronto. Mr. Wright was on municipal business, being an alderman for St. Thomas. Mr. W. H. Evans, of the Canada Paint Co., had the pleasure of showing him some of the sights, and Mr. Wright apparently enjoyed his brief stay immensely.

Mr. and Mrs. James Rolston, of Dunnville, were also in Toronto last week accompanied by Mr. Haskins.

THE AGE OF BRASS.

The bronze age is hidden by the mists of antiquity, but history proverbially repeats itself, says The London Ironmonger, and it would seem that close upon the heels of the twentieth century we were likely to enter upon a brass age, so keen has the demand for articles composed of this metal become. Brass beds, and irons, fenders and kettles by no means satisfy the fashionable craving for articles made for this most ornamental of materials. Long mirrors for the stately new houses are now set in brazen frames of most elaborate design; panels of brass line the walls of the dining-rooms, vases, large and small, are made of the metal, and, as if extravagance must burst all bounds, one rich man's wife has had her bathroom fitted with a huge tub that glitters like gold, at the head of which stands a tall, lovely female figure of brass, holding in her arms a water jar, from the mouth of which, on pressing a lever, issues a hot or cold shower bath.

DEATH OF MAURICE G. RODGERS.

WHEN HARDWARE AND METAL, in its special spring issue, gave a sketch of Major Maurice G. Rodgers, the then newly elected master cutler of Sheffield, Eng., and one of the directors of The Joseph Rodgers & Sons, Limited, cutlery manufacturers, of that city, it was little thought that in a few weeks there would be occasion to write his obituary.

Mr. Rodgers died at his home on Monday, May 23, after a short illness, at the age of 41. He was a lineal descendant of the founder of the firm of Joseph Rodgers & Sons, Limited, which firm has been in existence since before 1730, when Maurice and Joseph were established as partners, with their factory at Hollis Court, Sheffield. It was about that year the firm moved to the site it now occupies, and its business developed so rapidly that one property after another was purchased until the great space it now occupies had been acquired.

Major Maurice G. Rodgers was the eldest son of Geo. J. Rodgers, who gave him a practical insight into the cutlery business, as, after a good education, he was bound apprentice to the firm. He served at the bench nearly five years, receiving apprentice's wages and getting a thorough insight into the working art of cutlery making. After his apprenticeship at the cutler's bench he was advanced into the warehouse department, where he learned further details of the business.

In 1875 he became one of the firm's travelers, and, during the eleven years he was "on the road," visited all the principal cities and towns in Great Britain and Ireland. When the firm was turned into a limited liability company, the deceased became a director. In 1887 he was appointed managing-director, which position he held until the time of his death, though, in 1891, his brother, John Rodgers, was appointed co-managing-director. John Rodgers has since managed the home department and Maurice G. Rodgers the foreign department.

To get better acquainted with the South African market, the latter member of the firm paid two visits to that country, one in 1891 and the other last year, which visits resulted in large increases of business in that market.

Mr. Maurice Rodgers was the first of the Rodgers family to enter public life in any manner. He was an active volunteer, being a major in the 14th West York Volunteer Artillery, and was an active supporter of many charitable institutions. He joined the Cutlers' Company in 1886, and, having passed through the minor offices, was, in 1895, elected senior warden. He filled this position for two years, and last September became master of the ancient company. It is a somewhat singular fact that of the 14 gentlemen who have during the last 15 years occupied the position of master cutler of Sheffield, Mr. Rodgers, the youngest, has been the first whom death has claimed. All the others are still actively engaged in business pursuits and taking their part in the public life of the city. It is also noteworthy that he is the fourth master cutler who has died in his year of office. In 1742 Thomas Rose died, and Richard Kent (the ex-master) served again. In 1780 John Rowbotham died, and Joseph Parkin (ex-master) served again. In 1831 John Blake died of cholera during the last month of his official year. In the present instance, and in conformity with precedent, Sir Alexander Wilson (ex-master) will serve the office for the remainder of the term.

THE LATE MAJOR M. G. RODGERS.

Mr. Rodgers was at business until Wednesday, May 11, when a slight indisposition kept him at home. On Saturday following he had a seizure of an epileptic nature, and became insensible. In this state, with one or two short returns to consciousness, he remained until Monday, passing away about six o'clock in the evening. The remains of the master cutler were interred in the family vault at Ecclesall, on Thursday afternoon, the 26th ult. The Cutlers' Company, the town council, and other local bodies, with which the deceased was connected, were represented.

CAST-IRON KEYS.

THE lockmakers of South Staffordshire, who some few years back adopted the use of cast-iron keys, are beginning to find themselves in a somewhat serious difficulty. Certain buyers of locks, owing to complaints received from their customers, have intimated that in future they will not accept locks which are not fitted with wrought-iron or steel keys, in which the wards are cut by hand. It is not at all strange that this decision should have been arrived at. Keys of cast-iron, with the wards cast in, are produced by the thousand, and the wards are necessarily duplicated to an enormous degree, so that the security afforded by locks fitted with such keys is reduced almost to the vanishing point.

Attention to this subject has, more than once, been called in the columns of The Hardwareman, and we have ventured to predict the serious result which now appears so imminent. The almost general substitution of cast keys for wrought, has brought about something akin to a paralysis in the latter industry.

The art of key cutting by hand has been so menaced by the introduction of cast keys that no young people are being brought up as keysmiths, and should the objection to cast keys, which is already great, continue to grow, the lock trade of the district will be placed in a most serious dilemma. Meanwhile, the few old firms, who have on principle refused to substitute cast for wrought keys, will reap the reward of the old commercial proverb—"cheapness will have its day, but in the long run quality is bound to win."—Hardwareman.

THE SECRET OF SUCCESS.

The secret of success is never far to seek in a business career, because however many disguises it may wear at different times, it is always to be recognized as the old fashioned hard work. Broadly speaking, the successful business man may be described as the man who always wanted success so much that he was willing to exert himself to the utmost for it, while the man who has failed to distinguish himself may be described as one who never wanted worldly success enough to practise self-denial in order to get it.—Merchants' Review.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

PATENTS PROMPTLY SECURED

Write today for a free copy of our interesting books "Inventors Help" and "How you are swindled." We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo. for **free advice. MARION & MARION, Experts.** New York Life Building, Montreal, and Atlantic Building, Washington, D. C.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes

ST. JOHN, N.B.

TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

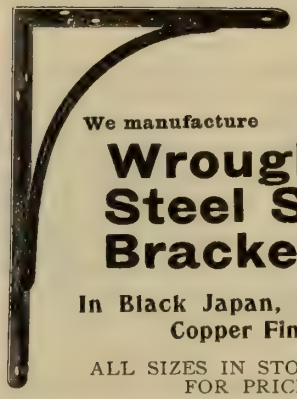
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.

Send post card and get copy of New Catalogue.

Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL



We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

McMULLEN'S
Poultry Netting

These unequalled Nettings, as well as McMullen's celebrated Woven Wire Fencings, are manufactured in Canada exclusively by

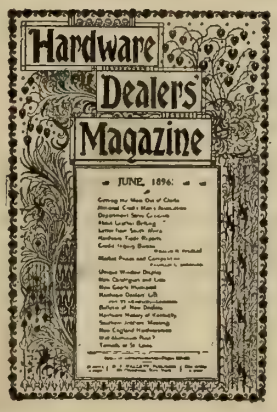
The Ontario Wire Fencing Co. Limited,
OF PICTON, ONT.

For Sale by . . . .

The B. Greening Wire Co., Limited, Hamilton and Montreal, General Agents.

And by — Hardware Jobbers throughout the Dominion.

James Cooper, Montreal, General Agent for our Railway Fencing.



ONE DOLLAR A YEAR

★

Sample Copy Free

★

D. T. Mallett
Publisher
271 Broadway
New York

6 Parts 148 Pages

Our Illustrated Catalogue of Brushes, Brooms and Woodenware cannot fail to interest you. It is a complete guide for the easy selection of orders, and it goes into careful details that will be very helpful at all times. We shall be glad to send it to you, and to prepay the postage on it also.

In regard to prices; we import our raw materials direct from the producers, and, as we buy in very large quantities, we are always able to quote you low prices for conscientious workmanship.

The output of our factories reaches several hundred dozens of brushes and brooms every working day.

Boeckh Bros. & Company
Toronto, Ont.

AGENCIES AT
Winnipeg—Vancouver—
Halifax—Glasgow.

Montreal Branch—
1 and 3 DeBresoles St.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

MACHINERY FOR AUSTRALIA.

THE showing made by the shipments to Australia during the last few days in certain manufactured materials is better than the aggregate shipments of several weeks past. Hardware has been sent to the extent of $31,500, mining machinery upwards of $10,000, agricultural implements more than $20,000; bicycles, $8.303; manufactured iron, $32,000; paper nearly $17,000, and manufactured tobacco, $23,000. In machinery the sales also show a very large increase, and according to merchants in the trade the demand expected this month will be large. Electrical material will be another branch of trade in which an extensive business is anticipated during June and July.—N.Y. Journal of Commerce.

IRON PIPE IN DEMAND.

The demand for iron pipe and steam brass goods of American make in England has been showing an increasing tendency, according to a New York exchange, and by the past two mails satisfactory orders for small sized pipe have been received. One of these orders was received by a firm in John street and calls for 10,000 feet assorted sizes of black wrought iron pipe. Thousands of brass valves are said to be selling for British account, while little over a year ago they were imported into this country for certain work.

ELECTRIC RAILWAY APPLIANCES.

According to a New York paper, encouraging reports have been received from England by last mail of the extraordinary demand that exists in that market for the various appliances of electrical railway equipment. Most all of the projected trolley lines and other kind of electrical roads have included American-made machinery in their proposals. It is therefore certain that during the next month some very large transactions will be heard of, not only for improvements in electrical tramways being made in the principal cities, but also for colonial requirements.

ACTIVE IRON AND STEEL TRADE.

The iron and steel trade is having a greater degree of activity than any other staple industry. The consumption of pig iron is a third larger than it was at this time in 1892, and, as an indication of returning confidence, it is mentioned that iron pipe contracts that were held back on account of the occurrence of the war have now been let. The purchase of material by manufacturers of agricultural implements is phenomenal; the sales of steel rails and plates are beyond the record; railroad purchases and purchases of structural material are very large.—N. Y. Journal of Commerce.

DISCUSSING THE COPPER OUTLOOK.

The brassfounders in Birmingham are discussing, none too prematurely, the prospects of the copper market. The present supply of copper in the English market, notwithstanding the great increase of production last year, is 5,000 tons less than it was 12 months ago. The present stocks of copper in the English market are only sufficient for five weeks' consumption, and there are strong probabilities that the war between the United States and Spain—the two great copper-producing countries of the world—may considerably diminish supplies and bring about something akin to a copper famine.—Hardwareman.

THE BELGIAN GLASS MARKET.

The Moniteur Industriel de Charleroi, of May 15, has the following on the condition of the Belgian glass market: "Prime quality of window glass continues in good demand. The war between Spain and the United States has not exercised any injurious influence on the market. The movement of stocks is brisk. Prices for export glass remain irregular, which is due to the condition of the London market, where orders are rather scarce at the present moment. The difference in the Belgian syndicate prices at Charleroi and London jobbing prices is considerable, which, however, is by no means surprising. Several large Belgian factories, in fact, the largest, although members of the syndicate, have reserved their individual freedom of action as regards the trade with China. The consequence is that much glass is being exported, destined, it is said for China, and jobbers, who are still holding large stocks, are embarking more extensively in the Chinese trade. These are the causes of the irregular prices.

"The prices of raw materials are unchanged, manufacturers securing their supplies on contracts which do not expire until fall."

PIG IRON IN PITTSBURG.

The Trade Review of June 3, says: "So far as current prices indicate, Bessemer iron is strong, with indications of increasing scarcity of iron in other than first hands. On June shipments nothing less than $9.75 valley furnace was reported during the week and $9.85 is said to have been paid. A disturbing feature, however, are the persistent reports of evasions of the $10 agreement, deals in coke, ore and basic iron being the reported means of juggling prices. Gray forge is again quiet, the present basis being $9 to $9.15, Pittsburg, and $8.80 valley.

THE GALVANIZED IRON TRADE.

There appears to be some prospect of a better state of things—at any rate for a time—in the galvanized sheet iron trade of the Midlands. The coal strike in South Wales has had the effect of restricting the output of the ironworks in that district, with the result that the trade in the Midlands has been somewhat steadied. At the same time it would be idle to ignore the fact, that no permanent improvement in the galvanized sheet trade is possible so long as the exorbitant freightage rates are allowed to continue. The industry in all inland centres is being simply strangled, and the sea-board districts reap the benefit.—Hardwareman.

NEW YORK MARKETS.

June 8, 1898.

PIG TIN—A good business is still being effected, and indications are not wanting that the consumption is absorbing supplies nearly as fast as they come forward. At all events, anything in the nature of burdensome accumulation does not take place, and prices tend upward more than in the other direction despite the steady advance that has been taking place of late. On the spot purchases could not have been made at prices much if anything below the basis of 14.95 to 15.00c. f. o. b. for lots of five tons or more. Not much better terms could have been made on similar quantities, to arrive. Jobbing orders were, however, filled at 15c., regular terms.

COPPER—Shipments in delivery on old contracts continue free, and there is quite a good amount of new business also. Between the two the position of the market is kept quite strong, with prices on the basis of 12c. for Lake Superior ingot; 11⅝ to 11¾c. for electrolytic bars, etc., and 11½ to 11⅝c. for ordinary casting stock. London cables quoted higher on bars, and indicated a revival of bullish speculation as well as continued heavy consumption.

PIG LEAD—Good buying in the west recently, along with very fair business here, has imparted additional strength to the market. It seemed doubtful that producers would sell at below 3.80c. for either prompt or near future delivery, and no quantity of importance was obtainable elsewhere at a relatively lower rate.

SPELTER—The market is strong, since supplies are apparently under better control, and prime western can be secured at little if anything below 4.30 to 4.35c. delivered in this quarter. Corresponding prices were quoted from primary markets; London cables were somewhat higher, quoting £19 7s. 6d. for good merchant brands.

ANTIMONY—Foreign market advices continue strong, and supplies are said to be moderate here and abroad. Prices are firm at 8¾ to 9½c., as to brand, for lots from store.

TIN PLATE—Fairly good orders are being placed for American cokes, but prices are more variable on such goods, and, if anything, a shade easier. Other plates remain quiet and barely steady.

IRON AND STEEL—There is little real snap to the demand for pig iron, but buying interest proves sufficient to keep surplus stocks from the present heavy production low enough to prevent any serious turn in values. Old material in general is steady, but rather slow.

Steel rails, track fastenings and structural shapes generally are quoted firm, but find rather slow sale.—Journal of Commerce.

TENDERS FOR STEEL RAILS.

SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for Steel Rails," will be received up to noon on Tuesday, 2nd August next, for the supply of—

1,000 Tons of 50-lb. Steel Rails and fastenings to be delivered C. I. F. on the Prince Edward Island Railway wharf at Summerside Prince Edward Island.

5,000 Tons of 80 lb. Steel Rails and fastenings to be delivered on the Intercolonial Railway wharf, at St. John, New Brunswick.

All the above to be delivered in the month of April, 1899.

Specifications, Conditions, Forms of Tender and all other information will be furnished after 20th June, 1898, on application at this office, or at the office of the High Commissioner for Canada, London, England.

By order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 1st June, 1898. (24)

James Warnock & Co.

. . . GALT, ONT.

Manufacturers of

AXES, EDGE TOOLS SPRINGS AND GEARS

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper . .

WIRE

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

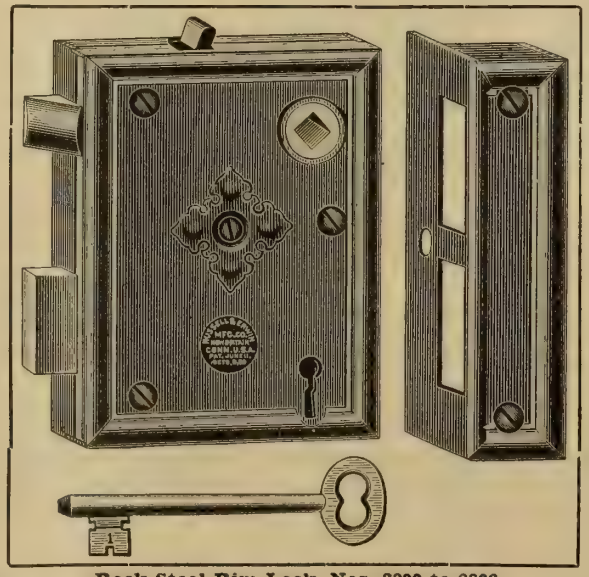
RUSSELL & ERWIN MANUFACTURING COMPANY

Manufacturers of . . .

HARDWARE

Wrought Steel Door Locks

Wrought Steel Mortise Locks, Excelling in Lightness and Strength and Novelty of Finish.



Rock Steel Rim Lock, Nos. 3800 to 3806.

Wrought Steel Door Locks

Wrought Steel Rim Locks, Excelling in Lightness and Strength and Novelty of Finish.

RUSSELL & ERWIN MANUFACTURING COMPANY, New Britain, Conn. Chicago New York Baltimore Philadelphia London

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of John Cunningham, general merchant, Tamworth, Ont., will be held to-day (Friday).

Hy. Sewrey, foundryman, Barrie, Ont., has assigned to George Plaxton.

Dennis Conway, plasterer, St. John's, Nfld., has been declared insolvent.

Letang, Letang & Co., wholesale hardware dealers, Montreal, have assigned.

Tobias Templeman, general merchant, Bonavista, Que., has been declared insolvent.

Insolvency declaration has been applied for in the case of Francis Gushus, tinsmith, St. John's, Nfld.

Oxner & Duff, general merchants, Bridgewater, N.S., are offering 50 per cent. compromise on their final dividend.

Winding up orders have been granted on the Ion Specialty Co., Limited, manufacturers bicycle saddles, etc., Toronto.

PARTNERSHIPS FORMED AND DISSOLVED.

Gould & Doty, general merchants, Kuskanook, B.C., have dissolved.

Senecal & Racicot, carriagemakers, St. Pudentienne, Que., have dissolved.

Wood & Orr, stove dealers, etc., Victoria, B.C., have dissolved, S. C. Wood continuing.

Reaume & Janisse, blacksmiths, Amherstburg, Ont., have dissolved, Alexander Reaume continuing.

H. Byers intends admitting J. Vallance as partner in his hardware business at Kaslo, Nelson and Sandon, B.C.

Max and Chas. Winter have registered partnership under the style of Winter Bros., general merchants, Grand Mere, Que.

John W. Bishop and Nathaniel S. Bishop have registered as partners under the style of J. W. Bishop & Co., builders, Montreal.

John T. Forbes and T. Archibald Purvis have been admitted partners of the firm of Archibald & Co., general merchants, North Sydney, N.S.

A. A. Foisy and Jules E. Fortin have registered partnership, under the style of the Dominion Wire Washing Board Manufacturing Co., Quebec.

A. Learmouth & Co., founders, Montreal, have dissolved, and a new firm has been formed under the old style, with Robt. Learmouth sole proprietor.

Partnership has been registered between Herman W. Dorken, Fraz. J. Dorken, and Ernest R. Dorken as general partners, and Heinrich Boker as special partner, until Dec. 31, 1898, under the style of Dorken Bros. & Co., Montreal.

SALES MADE AND PENDING.

The Rathbun Co., manufacturers of lumber and general merchants, Deseronto, Ont., are advertising their general merchandise business for sale.

The real estate of A. Lebeau & Co., contractors, Montreal, is to be sold by auction.

The Stock of E. Bourgoing, general merchant, St. Flavie Station, Que., has been sold.

The assets of A. Leveille & Co., general merchants, St. Laurent, Que., have been sold.

R. W. Neville, general merchant, Port Colborne, Ont., is advertising his business for sale.

Norman W. Webster, general merchant, Lansdowne, Ont., intends to retire, and is selling out.

J. D. W. Darling, general merchant, Lansdowne, Ont., is selling out, with the intention of retiring.

The stock of Dufour & Co., general merchants, Murray Bay, Que., has been sold at 58c. on the dollar.

The assets of Henley Freres, general merchants, St. Anne des Monts, Que., are advertised for sale on the 23rd inst.

The stock of the Whitelaw Trading Co., general merchants, Brandon, Man., is advertised for sale by auction, on the 28th inst.

The stock of carriages of N. & A. C. Tariviere, carriagemakers, Montreal, who have dissolved, is to be sold on the 16th inst.

CHANGES.

O. S. V. Ross, general merchant, Hatzic, B.C., has removed to Mission City, B.C.

Campbell Bros., blacksmiths, Ashcroft, B.C., have been succeeded by Perkins & Pederson.

Geo. E. Meek, hardware merchant, Vancouver, B.C., has been succeeded by McTaggart & Moscrof.

W. T. Kaake, general merchant, Cranbrook, B.C., has been succeeded by the Cranbrook Trading Co.

H. C. Hamilton & Co. have bought out H. L. Elliott, general merchant, Melita, Man.

Mahon & Ross, general merchants, Douglas, Man., have sold out to Kent & Nesbitt.

Marie V. Provencal, wife of Joseph A. Hudon, has registered as proprietress of the business of J. A. Hudon, contractor, Montreal.

R. H. Williams, general merchant, Regina and Balgonie, N.W.T., has sold out the Balgonie branch to Thomas A. Matchett.

FIRES.

The shingle mill of the Flatland Mills Co., Flatlands, B.C., has been burned.

The foundry of Desire Laliberte, St. Johns, Que., has been partially burned.

The factory of The D. F. Jones Manufacturing Co., manufacturers of shovels, etc., Gananoque, Ont., has been partially damaged by fire; insured.

John Watt, carriagemaker, etc., Aylmer, Que., has been partially burned out; insured.

DEATHS.

George McAlpine, boat builder, Vancouver, B.C., is dead.

Jacob Ferguson, general merchant, Richibucto, N.B., is dead.

S. C. Kanady, of The S. C. Kanady Lumber Co., Toronto, is dead.

WILL THE KLONDYKE BECOME HABITABLE?

WHO knows if the mother of inventions will not hatch contrivances that may render the valley of the Yukon as habitable as the valley of the Vistula, "once studded with fir-woods, and now with prosperous villages?"

There was a time when the Romans considered the Caucasus an unfit habitation for a civilized human being; and the poet Ovid, in his exile at Tomi, on the shores of the Euxine, complained of more shivers than a Russian reformer in an Irkutskaya snowbank. Germany his countrymen described as a land "horrid with frozen pine." They relaxed their precautions against desertion when their legions ventured into the wilderness north of the Danube, not thinking it possible that a sane human being would run the risk of getting left behind in a country where the very bears had to crawl underground in winter.

And northern winters must, indeed, have scared the wits out of thin-skinned settlers before the terrors of an ice-storm had been modified by the invention of chimney flues. The ancient Italian plan of counteracting a frost was to fill a brazier with glowing charcoal and carry it into a corner of the parlor when my lady and her visitors wished to warm their delicate hands. The converts of Cato considered it manly to get along with a minimum of such articles, and Juvenal mentions an old sinner who dispensed with braziers altogether and admonished his shivering servants to remember that "the grasshoppers would soon be back."—Felix L. Oswald, in June Lippincott's.

EMPIRE SILVER PLATE CO.

The plant and machinery of the Empire Silver Plate Co. has been purchased and absorbed by The Toronto Silver Plate Co., Limited, who have retained in the capacity of mechanical superintendent Mr. James Humphrey, proprietor and manager since its inception. The Empire Silver Plate Co. made a business of specialties, so that in making this move General-Manager Gooderham evidently contemplates something new.

PURITAN WICKLESS BLUE FLAME

COAL OIL STOVES.

Burns ordinary coal oil without a wick, and makes a perfect Blue Flame stronger than gas. It is entirely odorless and easy to keep clean, and nothing to get out of order.

It will roast, bake and boil equal to any wood or coal stove, and with much less trouble. Those stoves are guaranteed by the manufacturers, The Cleveland Foundry Co., to give perfect satisfaction. Those goods are easy sellers, and will bring trade to your store. Send for catalogue and price list and secure the agency in your town for them. . . . . .

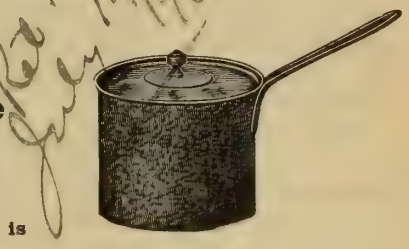
R. BIGLEY, Canadian Agent, **TORONTO**

Established 1860. Incorporated 1895.

THE REASON WHY

"Crescent"

Steel Agate Ware



is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

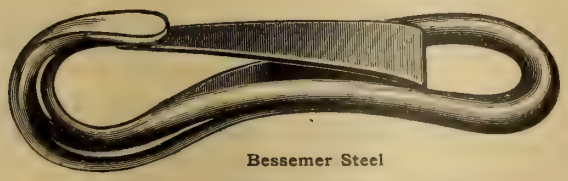
John Bowman Hardware and Coal Co.

180 to 182 York St. = LONDON, ONT.

Screen Doors · Woven Wire · Poultry Netting · Fence Wire · Paris Green · Harvest Tools · Builders' Hardware

Full stock of seasonable goods. Prompt shipment. Close prices.

OUR LATEST IN SNAPS.



Bessemer Steel

SOLID STEEL ROPE SNAP.

½ in. Sizes. 5/8 in.

No Cast Iron.

No Rivets.

Bessemer Steel

DOUBLE BIT SNAP

Made in Two Sizes.

Size of Cut for Bits.
Twice Size of Cut for Breast Chains

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Plumber and Steam-Fitter

COLD AIR SUPPLY.

THE following is from a pamphlet entitled "Hints About Heating," issued by Isaac A. Sheppard & Co., Philadelphia :

"This should never be taken from the cellar, if it is possible to avoid doing so, but it should be brought from the outer air by means of a cold air duct, which may be constructed of brick, galvanized iron or wood, as may be preferred. The sectional area of this duct should be not less than three-fourths of the sectional area of all the hot air pipes leading from the furnace. Thus, if four 9-inch pipes are to be supplied with warm air, their total area being 252 square inches, the cold air duct should measure not less than 10 x 19 inches inside, or its equivalent. If one cold air opening in the base of the furnace is inadequate to receive this supply, the duct should be divided into two parts, and one carried to an opening on each side of the furnace base.

"Whenever possible, take the cold air from either the north or the west side of the building, as it is from the northwest that the prevailing cold winds of winter come. Put a slide in the cold air duct, arranged so that it can be closed one-half should an unusual wind pressure render it necessary, but so that it can never be entirely shut off. The outer opening of the duct should be closed by a wire screen to prevent the entrance of animals. When a settling chamber and filtration apparatus can be provided, all dust may be removed from the air before its admission to the furnace, but, except in the best of jobs, the expense of such an appliance occasions objection. Very excellent work can be done if cost is a secondary consideration.

"The best method of introducing the cold air to the furnace is from beneath. This involves the use of a furnace with closed base and sides and an open bottom. Place the furnace over a pit lined with brick laid in cement, first building a central pier up to the ash pit to support the weight of the furnace. The cold air duct should be so connected with this pit as to secure a perfectly uniform distribution of the cold air around the furnace, in order that the diffusion of heat from the radiating surfaces may be rapid and uniform. When it is not desired to incur this expense a furnace with closed bottom may be used and the cold air introduced thereto by means of suitable collars in the sides of the casing.

"If it is impracticable to get a direct cold air supply, and the air has, therefore, to be taken from the cellar, the cellar must be kept perfectly clean and as free from dust as possible, and an inlet for fresh air must be provided by carrying a pipe of the proper size from a window or an opening in wall to a point within 12 or 14 inches of the cellar floor. The cold air so introduced will flow in a direct line to the furnace without creating an unpleasant draft in the cellar. Such an expedient, however, should not be resorted to if there is any way of reaching the furnace by a regular cold air duct.

"If there are any turns or bends in the cold air duct care should be taken to avoid any diminution of its area at such points. It must be of full size throughout. A furnace cannot supply warm air unless it is first fed with the air that it is expected to heat.

"When a public hall or the audience room of a church is to be heated by a hot air furnace it is sometimes advantageous to make a connection between the cold air duct of the furnace and the room to be heated, arranging it so that this connecting pipe may be entirely closed by a slide. Until the room is occupied by the audience the cold air may thus be drawn from the room itself and returned to it warmed, the heating process then going on rapidly. As soon as the audience begins to assemble the connecting pipe from the room should be closed and the outer cold air supply opened, so that thereafter a supply of pure warm air will be furnished to the room, already comfortably heated.

"When it is desired to place a furnace in the basement of a church or other building, and to heat the basement as well as the upper part of the building thereby, the cold air supply should be carried to the furnace beneath the basement floor. To obtain good results the furnace should be fitted with but a single casing, which should be of Russia iron, in order that the heat may be freely radiated into the basement room. An upper door or doors should be placed in the casing, and a damper in each of the hot air pipes that lead to the room above. The entire heat of the furnace may then, if desired, be retained in the basement by closing the hot air dampers and opening the upper door or doors of the furnace."

A SEWER OPENED BY RATS.

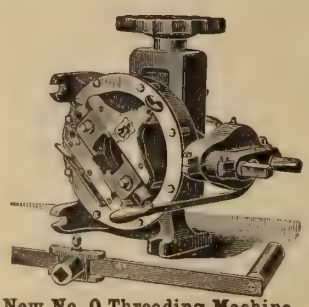
Tom Maguire is a genius, says The St. Louis Post-Dispatch. He is a yard foreman of the Laclede Gas Co.'s plant. A sewer pipe leading from one of the buildings to the river bank, 160 feet away, became clogged. The pipe was 16 feet below the surface. Maguire had been thinking about a plan for several days. One night he caught two big gray rats, and these he determined to put into the sewer. They were taken to the mouth at the river bank and released. The opening was then closed securely behind them, leaving the animals with only one chance of life. That was to go straight ahead. And they did. Several more rats were caught and turned into the sewer, until a dozen were gnawing away in the pipe. The morning after the last detachment joined the main army water began to trickle from the pipe. Iron rods and steam were applied. In ten minutes the sewer was clear.

ARMSTRONG PIPE THREADING

AND **CUTTING-OFF MACHINES**

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.



New No. 0 Threading Machine.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office. 139 Centre Street

Bridgeport, Conn.

PLUMBING AND HEATING NOTES.

PERMITS have been issued, in Toronto, to J. F. Eby, for a pair of semi-detached brick residences on the north side of Bloor street west, to cost $10,000; to G. W. Gouinlock, for a five-storey restaurant on the west side of Bay street, near Richmond street, to cost $20,000; to S. L. Corbett, for a pair of semi-detached two-storey and attic residences at 222 and 224 Markham street, to cost $2,500; to W. J. Reid to remove nineteen houses from their present site to another on Massey street; to Bickell & Wickett to erect a two-storey addition to factory, Nos. 1 to 13 Cypress street, at a cost of $3,000; and to Messrs. Walker & Rowland, pair of two-storey and attic brick and stone residences, $5,000.

Plans have been adopted for a four-room addition to the London Collegiate Institute, to cost $7,000. It is to have a slate roof and metallic ceilings.

Assignment has been demanded of Dominique Beaubien, plumber, Quebec.

The value of the building permits issued in Hamilton during May was $46,085, as compared with $66,174 in the same month last year. There is more building going on this year, however, than last year, and a larger number of men are employed. Among the buildings being erected are additions to George E. Tuckett & Co.'s tobacco factory, a new building for the Rolling Mills, and extensions to the Tack Factory and to the Bridge Works.

The Brantford Board of Health has reported that 300 houses and stores in that city should be ordered to immediately make connection with the city sewer. This will be a big thing for the Brantford plumbers, as a city by-law stipulates no outside plumbers shall be employed.

MASTER PLUMBERS' CONVENTION.

The annual convention of the National Master Plumbers' Association of Canada, which is to be held in Quebec on Wednesday and Thursday, the 29th and 30th insts., is expected to be a specially interesting meeting.

At 9 a.m., Wednesday, the executive committee meets, and the convention proper will commence at 2.30 p.m. the same day, and will last till Thursday afternoon.

A large attendance is expected. Representatives will be present from the new association at Vancouver, as well as from associations at all points from that city to Halifax.

PRESIDENT WRIGHT HOME AGAIN.

Mr. J. A. Wright, of the Bennett & Wright Co., Limited, Toronto, and president of the National Master Plumbers' Association of Canada, returned this week from a trip to the Pacific Coast on behalf of the association.

As a result of his trip a Master Plumbers' Association has been formed at Vancouver, which association will become a branch of the National organization.

Mr. Wright was a month on his trip, and reports the plumbing business active from Winnipeg to the Coast, especially at Vancouver, where there has been a rush of building this season.

PLUMBING AND HEATING CONTRACTS.

The Bennett & Wright Co., Limited, Toronto, have the contract for the plumbing and heating of the Jamieson avenue Collegiate Institute, Toronto. The contract price is $2,130.

W. Mashinter & Co., Toronto, have the contracts for the plumbing and heating of the Jarvis street Collegiate Institute, at a contract price of $1,002, and for remodelling plumbing at 10 Madison avenue, Toronto, for S. F. McKinnon, and for the hot-water heating of a residence at 32 Palmerston avenue, Toronto, for J. Black.

The John Ritchie Plumbing & Heating Co., Limited, Toronto, has the contract for putting in a new system of steam heating in the St. James' square Presbyterian church, Toronto.

LETANG, LETANG AND CO.'S LIABILITIES.

Letang, Letang & Co., hardware dealers, St. Paul street, Montreal, have made a judicial abandonment of their property on demand of H. H. Hutchins. The liabilities amount to $240,000 altogether. The principal creditors are: Abbott & Co., $1,473; Jos. Adam, $2,500; Canada Axe and Tool Co., $1,350; Canada Paint Co., $1,253; Dominion Wire Co., $1,055; Davidson Manufacturing Co., $1,459; Nap. Letang, $7,000; Montreal Rolling Mills, $11,269; Oliver Wire Co., Pittsburg, $2,824; Pillow & Hersey Co., $3,034; The James Robertson Co., $1,072; E. Regnier, Belgium, $1,276; John Shaw, Sons & Co., England, $5,601; Banque de Hochelaga (direct), $56,226, (indirect), $37,934; Banque Jacques Cartier, (direct), $4,500, (indirect), $951; Garand Verroux & Co., (direct), $1,500, (indirect), $500; A. J. Brown, for Mr. Budden, Quebec, $3,000; Mrs. C. L. Letang, $5,000. The ordinary claims amount to $130,682 direct, and $39,386 indirect. The balance is secured by mortgage. The assets consist of real estate, valued at $139,300; stock-in-trade, etc., and are expected to realize over 100c. in the dollar.

The Mechanics Star File Manufacturing Co.,
LEVIS, QUEBEC.
Manufacturers of Hand Saw, Mill Saw, and Bastard Files of superior quality. Ask for our Horse Rasps. Send for catalogues and discounts. Every File tested and warranted.

"Tandem" Anti-Friction Metal

suitable for all purposes.
A For heavy pressure and high speed.
B For medium pressure and high speed.
C For low pressure and highest speed.
If your dealer does not carry this line, order direct from
Lamplough & McNaughton
Montreal

BUTLER'S
FAMOUS
Sheffield Cutlery
—AND—
Electro-plate
Sole Makers of the
Celebrated "KEEN" Razors, "Cavendish" Brand of Table Knives and Carvers.
HIGHEST AWARDS. SPECIAL MENTION.
GEORGE BUTLER & CO.'S
London Show room—
62 Holborn Viaduct, E.C.
(Over Snow Hill Station.)
A. H. SYMONDS,
71 Yonge Street, TORONTO
has a full line of samples, and will be glad to receive enquiries from **Importers** in the Dominion.

LOOK HERE for Staple Standard Goods.
Globe Brand Files and Rasps
Crescent Brand Files and Rasps
Royal Cold Blast Lanterns
Climax Tubular Lift Lanterns
Safety Extinguishing Lamp Burners
Security Banner Lamp Burners
Souvenir Stoves and Ranges
Gurney Standard Scales
Gurney-Tilden Co.
Locks and Hardware
Prices Always Right.
Walter Grose, Selling Agent, **Montreal**
Orders solicited from the Wholesale Trade.

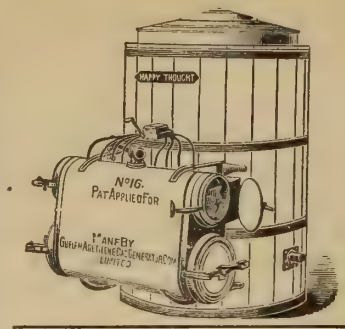
NEW INCANDESCENT ELECTRIC LAMP IN GERMANY.

IF German expectations are realized electric lighting stands on the threshold of a new age in which its field of application should be very much increased. The director of the electro-chemical laboratory in the University of Goettingen, Professor Nernst, has invented a new incandescent lamp which differs from all existing models. not only in its system of construction, but furthermore has the highly important advantage that it uses not more than a half (according to some accounts one-quarter) of the electric power which is necessary to run the electric incandescent lamps of the present pattern. Since the invention has just been reported to the Patent Office, and since the negotiations for handling the patent financially are still pending with Siemens & Halske, the prominent German electrical firm, there are of course few details at hand. It is confidently believed, however, and the high reputation of the inventor would seem to be a guarantee of this, that now at one stroke the competitive contest among the lighting systems will be decided in a definite manner in favor of the electric light.

The main point made public regarding the discovery is that the glowing filament of the new lamp does not burn in the vacuum of a glass pear-shaped globe, as is the case with the carbon filament at present. The new material burns in the open air. The glowing body is a thread three centimeters in length, and a half a centimeter in diameter, though the nature and character of it have still not been revealed.

The most important point seems to be that the invention consumes so much less electric energy. This will make an enormous difference in the cost of installing an electric lighting system. The cost of producing electricity is not the most important factor, though there will be a saving here for each lamp in coal and machinery. A still greater factor is the cost of installation, which includes the copper cable which must be laid down underground or strung on poles through every great city. It is a real copper mine, with millions of pounds of caoutchouc, which now must be buried under the streets. If lamps are introduced which burn with the expenditure of much less power, the wire can be thinner, and the cost of installation will be materially reduced. The thicker cable now employed will be sufficient to supply with electricity twice or three times the present number of lamps. It is thought that this invention will widely extend the use of electric light, especially in private houses.

It is rumored in Winnipeg that a British syndicate is to be formed to buy up Manitoba farm lands.



ACETYLENE GAS

Perfect Light. Perfect Safety.

Our Machine is Automatic. Safe.

Sold only through the local Hardware and Plumbing Trades, etc.

No Peddling. Write Us.

THE GUELPH ACETYLENE GAS CO.

GUELPH, ONT. Limited

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF

WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES, COUNTER SCALES
WAGON SCALES
TRACK SCALES

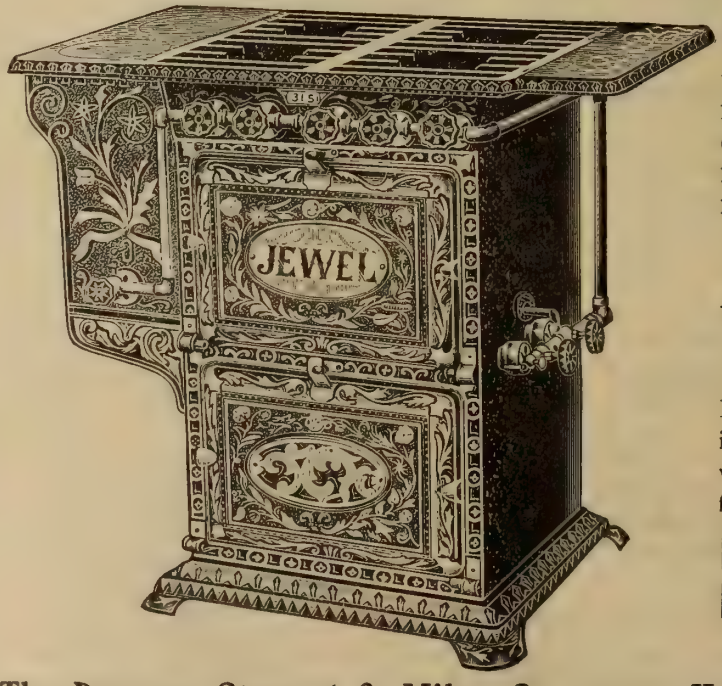
THE GURNEY SCALE CO., - Hamilton, Ont.

WALTER GROSE, 30 St. Dizier St., Montreal, Que.

Agent for Montreal and Eastern Provinces.

Jewel Gas Ranges

Improved Slotted Burners with Removable Thimble Cap.



Well known as the most **perfectly fitted,** most **efficient** and **successful,** and most **economical.**

MADE IN

10

STYLES.

Roasting and Baking Ovens—with or without Extension for heating

Hot Water Boiler.

Manufactured by

The Burrow, Stewart & Milne Co., (Limited) Hamilton, Ont.

CORDAGE

All Kinds and for all Purposes.

Manilla Rope
Sisal Rope
Jute Rope
Russian Rope

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope

Lathyarn
Shingleyarn
Bale Rope
Lariat Rope

Spunyarn
Pulp Cord
Lobster Marline
Paper Cord

Marline
Houseline
Hambroline
Clotheslines

Halyards
Deep Sealine
Ratline
Plow Lines

Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manilla hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

Consumers Cordage Company, Limited

MONTREAL, QUE.

W. & S. BUTCHER, **Sheffield, England,** Makers for over ***ONE HUNDRED YEARS*** of the celebrated "**WADE & BUTCHER**" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

June 10, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	....	3 50
I.X., "	....	4 25
I.X.X. "	....	5 00
I.XXX., "	....	5 75
D.C., 12½x17	....	3 00
D.X.	....	3 75
D.X.X	...	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base...	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs; " 14x60 "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¾	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

-16 inch	....	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2 20; ¾ inch, $2.62½; 1 inch $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30.

Galvanized, ½ inch, $3.80 to $4; ¾ inch, $4.60 to $4.80; 1 inch, $6 40 to $6.70; 1¼ inch, $8.75 to $9.20; 1½ inch, $11.25 to $11.80; 2 inch, $15.20 to $16.

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	....	0 15
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4	....	0 20
Tubing, base, per lb	0 20	0 22

Zinc Spelter.

Foreign, per lb	0 04¾	0 05
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 05½
Part casks	....	0 05¾

Lead.

Imported Pig, per lb	....	4 to 4¼
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe. in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10½	0 11
Other makes, per lb	0 08	0 08½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21½
1-lb. tins	0 18½

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb	

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 1c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 44

Outside points 1c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 7½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross / Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70, 10 and 5 to 75 p.c.
Loose Pins, dis. 70, 10 and 5 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 20 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

orse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.
Mechanics' Star & File Mfg. Co. Discount, 60 and 10 to 70 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door, per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40	0 50

Lanes, 62½ per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
		Per doz. set.
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

		Per gro. pair.
Spring	....	9 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60, 10 and 5 p.c.

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

"P. B.", dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.
Acadian, 50 and 20 per cent.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal; Toronto 10c. more.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross		1 60

KNOBS.

Door, japanned and N.P., per doz	....	0 90
Bronze, Berlin, per doz	2 75	3 25
Bronze Genuine, "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 10 and 5 per cent.

Lightning, per doz	6 50	8 40

Heath's, $7.75 net.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	1 75	7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb.	25
No Name Metal "	15
Mystic Metal "	10

F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are:

2d. and 3df	$2 85
3d	2 50
4 and 5d	2 25
6 and 7d	2 15
8 and 9d	2 00
10 and 12d	1 95
16 and 20d	1 90
30, 40, 50 and 60d. (base)	1 85

Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $1 90, Toronto.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 67½ per cent. for imported, 55 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto)	....	0 14
Carbon safety "	....	0 16½
American w. w. "	....	0 17½
Pratt's Astral	....	0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz	0 00	9 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	1 85	3 00

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 40	3 00
Brass head, "	0 40	1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.

No. 30 Hand Machine, range ¼ to 2 in. R. & L.	$ 50 00
No. 38 Hand Machine, range 1½ to 4	100 00
No. 56 Hand Machine, range 2½ to 6	175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Buttons Genuine, per doz. pairs, dis. 37½ 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS

Canadian cistern	1 40	2 25
Canadian pitcher spout	1 15	2 00

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

RAIL.

Barn door, per foot	0 02¼	0 02½
Sliding door, "	0 03¼	0 03½
Lanes, "	....	0 02¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60, 10 and 5 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 and 10 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb	11½	12½
⅜ in	12	13
¼ and 5-16 in.	12½	13½
Cotton		13
Russia Deep Sea		14½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 10, to 80 and 12½ p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 62½	1 00
" N.P., per set	....	90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent.

SASH CORD.

Per lb	20	50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 75
Solid, "	....	1 25

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	6 00	7 50
Whiting	5 63	7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz	2 10	4 50
Boot, "	0 40	3 50

SCREENS.

Window, patent, per doz	7 00	10 00
Door, per doz	2 20	3 00

SCREW DRIVERS.

Sargent's per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 40 and 10 to 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 85	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

Per lb	....	0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	2 25	2 50

Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb	0 28	0 60
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

Stove Polish.

No. 4—3 dozen in case	$4 50
No. 6—3 dozen in case	7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.

B.B.B. iron carpet, blued	80
" " tinned	80
B.B.B. iron carpet, bright or blued (in kegs)	40
B.B.B. iron carpet, tinned (in kegs)	45
B.B.B. cut tacks (in bulk), 75 and 10	
" " ¼ weights	40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10	
Swedes, upholsterers	80
Swedes, carplet, blued and tinned	70
" lace	75
" brush	50
" gimp, blued, tinned & japan'd	
Zinc tacks	35
Copper tacks	62½
Leather carpet tacks	
Trunk nails, black and tinned	70
Clout nails	66⅔
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	60
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

Double pointed tacks, discount 90 p.c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 00

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box	1 00
Sharp Calks, " "	1 25

TRANSOM LIFTERS.

Payson's, per doz	2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 50

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	6 00
Brade's "	5 00	10 50

S. & D., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	

WASHER CUTTERS.

Per doz	4 00

Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p. c.
Annealed, annealed and oiled, 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 20c. per 100 lbs.]
Bright, coppered steel and spring, 33⅓ p. c. revised list, f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per 1,000 feet	2 75	3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all delv'd	....	....
Plain twist	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft.	1 20

Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70, 10 and 5 to 75 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	7 00
" S., per doz	5 80	6 00
G. & K.'s Pipe, per doz	..	3 40
Burrell's Pipe, each	..	3 00
Pocket, per doz	25	2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

We also manufacture Burton's Nos. 1, 2 and 3 Gem Wire and Wire Drive Anti-Rattlers, Becker Game Trap and Dandy Clothes Rack. Ask your Jobber for them, or send to us for prices and circulars.

FERNALD MFG. CO., Northeast, Pa., U.S.A.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

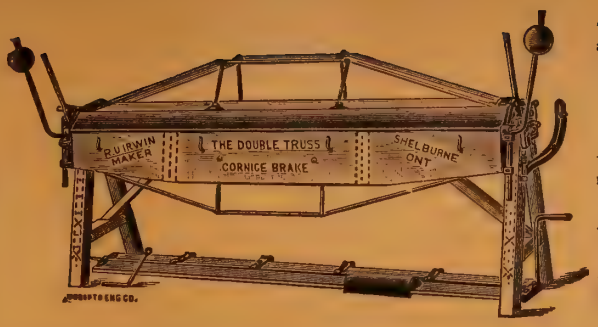
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This eight-foot Brake bends 22-gauge iron and lighter, straight and true

Price, $50

Very handy bender attachment, $10 extra, if required.

Send for circulars and testimonials to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

Feather Dusters

have advanced one hundred per cent. in the last three months. All quotations withdrawn.

We carry a full line of all kinds.

Write for prices.

Have you tried the Woven Down Duster?

MEAKINS & CO.
313 St. Paul Street
MONTREAL

MEAKINS & SONS
HAMILTON
ONT.

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Church's Potato Bug Finish

READY FOR USE DRY.

NO MIXING REQUIRED.

The only safe way to use a strong poison.

Worth its cost as a Fertilizer.

Does not injure the vines.

300 pounds net in every barrel. Price, f.o.b. Paris, four barrels for $10.00. Send in your orders now.

THE ALABASTINE COMPANY, Sole Manufacturers, PARIS

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

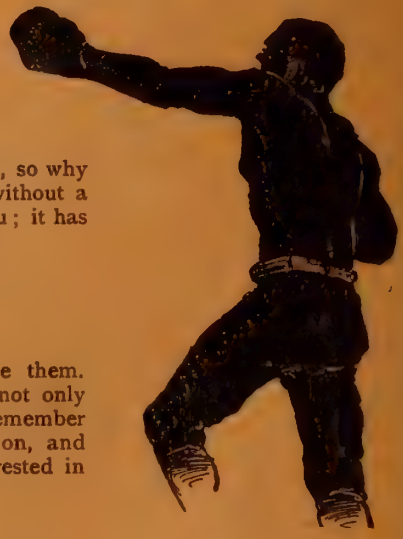
Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

Strike out Boldly



You want the bulk of the paint trade in your district, so why not make a strike for it! You can't expect it to come without a little effort on your part! Here's a plan that will help you; it has done so for many others: Order a full supply of

ROBERTSON'S PREPARED PAINTS

and make a display of them where every one will see them. You'll be surprised how quickly they'll sell, and they'll not only help you now but afterwards, as your customers will remember where they got 'em and will come back for more later on, and while they are buying paint you can surely get them interested in something else as well.

The James Robertson Co., Limited

263-285 King Street West, TORONTO

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X MONTREAL AND TORONTO, JUNE 18, 1898 No. 25

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—40 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

FULLY STOCKED.

Buyers of **"QUEEN'S HEAD" Iron** can now obtain any of the standard sizes out of stock from their jobbers, as it was only for a few days that there was a shortage of one principal size. There is always a complete stock of this brand in the hands of leading merchants, as well as in our own warehouses at Montreal and Toronto, and fresh importations are rushed forward in a manner equalled by no other makers.

JOHN LYSAGHT, Limited,
BRISTOL and MONTREAL.

Heat vs. Leak

The Radiator that doesn't leak—heats! The Safford Radiator (for Steam or Hot Water heating) heats. All other Radiators whose joints are packed and connected with bolts or rods must leak, sooner or later. Where there's a leak there's less heat, of course.

As originators of the Screwed Nipple Connection for Radiators, we have developed the largest business of the kind under the British Flag—naturally, we are proud of it—but we are not above taking small orders; our success hasn't gone to our head.

Toronto's City Hall and Court House are fitted throughout with - -

Safford Radiators

The Toronto Radiator Mfg. Co., Limited
Toronto, Ont.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

"Solidity"

In speaking of DUPLEX TUBS, this word is particularly applicable, as it is the "solidity" of the Tub that is a great point of merit. The steel, copper and tin are all practically fused together, making one solid sheet. It is therefore almost impossible to dent or bruise one of Booth's DUPLEX Copper-lined Bath Tubs.

"DUPLEX"

BOOTH'S PATENT

Sole Manufacturers in Canada:

The Toronto Steel-Clad Bath and Metal Co., Limited

TORONTO

New Goods

No. 01—Pickle Bottle Top and Fork. Holder, $2.50—List.

In every line of our manufacture. See what we have to offer before placing your orders elsewhere.

IN BUYING FLATWARE

From your jobber, insist on it being stamped with our name or trade marks as stamped in this way it is fully guaranteed.

The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

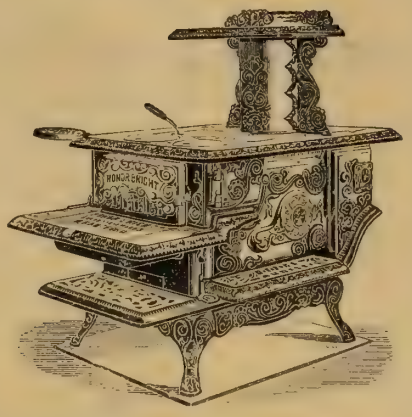
E. G. GOODERHAM, Manager and Sec.-Treas.

Factories and Salesrooms King St. West, TORONTO, CAN

"HONOR BRIGHT"

Wood Cook.

—Heavy.
—Massive.
—Substantial.
—Durable.
—Extra Large Oven and Firebox.



Fitted with Patent Illuminated Oven Door, Corrugated Oven Bottom, and all modern features of Cook Stove construction.

If you have not handled this Stove, it will be to your advantage to secure samples, and arrange for the exclusive sale in your locality.

The William Buck Stove Co., Limited

Manufacturers of the celebrated "HAPPY THOUGHT" Range.

BRANTFORD, ONTARIO

It stands to reason that Hose made with a

SEAMLESS TUBE

should be superior to that with a seam.

WHY? Because the inner tube is equally strong at all points, there being no joint for the water to find its way through.

All our brands of hose have our **Patent Seamless Tube.**

"Star," "Maroon," "White," "Western," "Phœnix," "Wire-Wound," "Rubber Lined Cotton," "Trade."

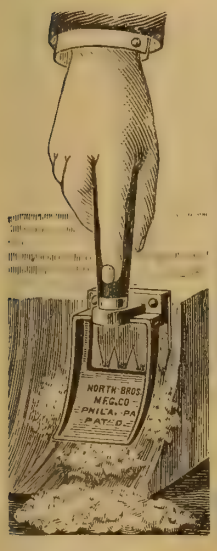
THE CANADIAN RUBBER CO.

OF MONTREAL

CAPITAL - $1,500,000.

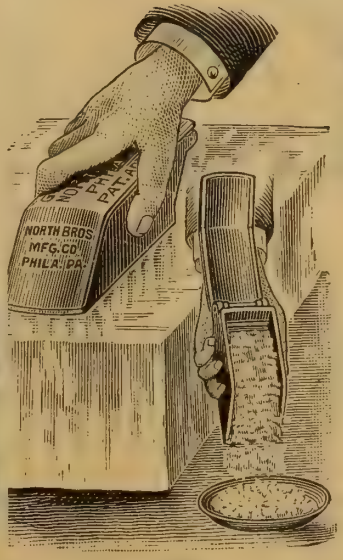
Montreal, Toronto, Winnipeg.

SUMMER SPECIALTIES



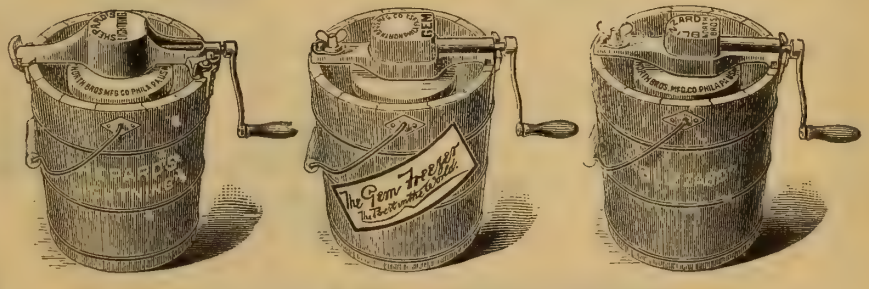
"CROWN" ICE CHOPPER

To chip ice in small pieces or use in ice cream freezers.



"GEM" ICE SHAVE

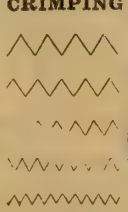
To shave ice for use in cooling oysters, fruits, summer drinks, etc.

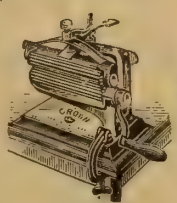


ICE CREAM FREEZERS

THAT SELL AND GIVE SATISFACTION.

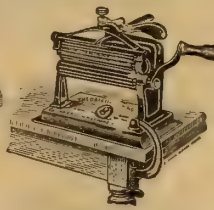
CRIMPING





"CROWN" 4½-6-8 in.

"KNOX" 4½-6-8 in.



"AMERICAN" 5-6-7 in.

FLUTING

SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by... NORTH BROS. MFG. CO., PHILADELPHIA, PA.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

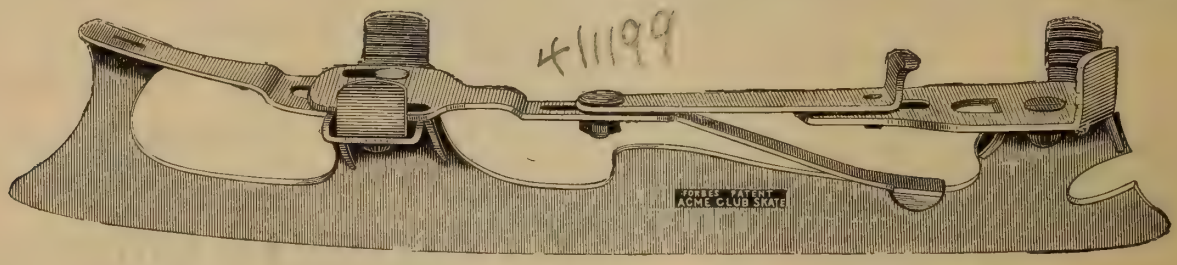
GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.



THE GENUINE ACME.

We are now prepared to fill orders promptly. We make the highest grade of skates, and guarantee them. We solicit your inquiries. Goods dated 1st Nov.

THE STARR MANUFACTURING CO., Limited

T. L. PATON, Resident Agent, Montreal, Que. **DARTMOUTH, N. S.**

The fibre is long and strong

BROWN WRAPPING
HARDWARE MANILLA
MANILLA
FIBRE

Eddy's Wrapping Papers

The E. B. EDDY CO., Limited

HULL	ST. JOHN	VANCOUVER
MONTREAL	HALIFAX	VICTORIA
TORONTO	HAMILTON	ST. JOHN, Nfld.
LONDON	WINNIPEG	KINGSTON
	QUEBEC	

The paper stands wear and tear

TRADE MARK

TRADE MARK

BOKER'S Fencing Plyers

BOKER'S Toilet Clippers

BOKER'S Horse Clippers

BOKER'S Scissors

BOKER'S Razors

And many other lines Boker's Hardware.

For Sale by

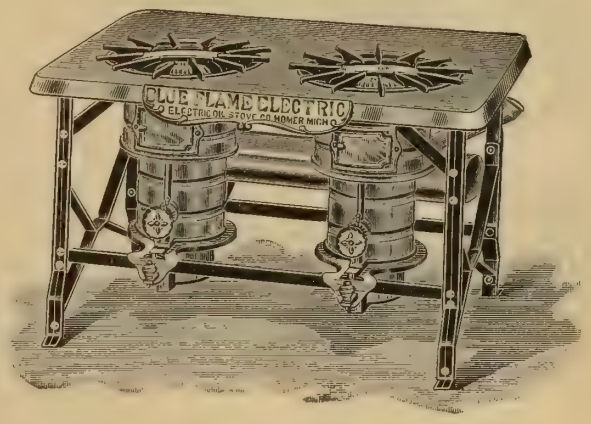
H. S. Howland, Sons & Co.

TORONTO, ONT.

TRADE MARK

TRADE MARK

HOT WEATHER.



ELECTRIC
BLUE FLAME OIL STOVE.

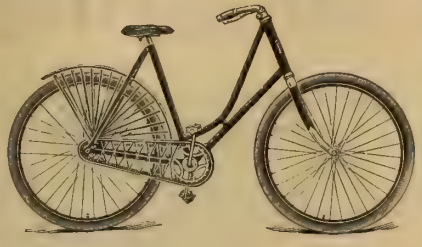
We guarantee to every purchaser the completest satisfaction in the use of our Blue Flame Electric.

Its perfect rewicking device, Polished Brass and Russia Iron Mountings, convenient, simple and strong methods of operation, entire freedom from smoke or smell, and its particularly clean, clear and intensely powerful Blue Flame make it the most desirable camp or summer oil stove on the market. Supplied in all sizes and styles.

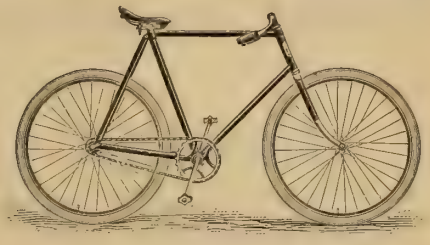
Copp Bros. & Co., Hamilton, Ont.

Limited

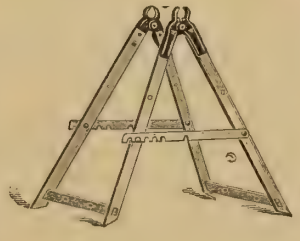
Toronto Branch—81 Queen St. W.



PHŒNIX BICYCLES



We have only a few wheels left in stock; these we offer at special prices.



They are all

'98 Models.

Write for quotations.

M. & L. Samuel, Benjamin & CO.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.

FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

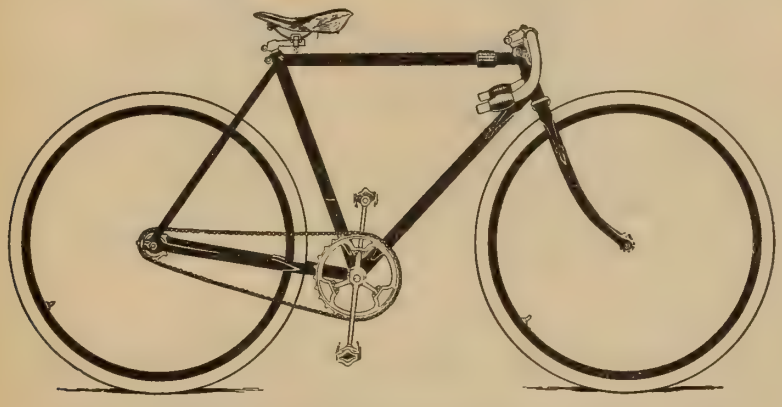
The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale



RAMBLER BICYCLE, **MODEL 26.**

BERTRAM, WILSON & CO.

IRON, STEEL and HEAVY HARDWARE, LUMBERING, MINING and RAILROADING SUPPLIES, PICKS, SHOVELS, CROWBARS, AXES, SAWS and FILES, NAILS, SPIKES and BOLTS.

Agents for

Gormully & Jeffery Mfg. Co, CHICAGO.

...Rambler Bicycles.

53 YONGE ST.

Kemp's Blue Flame Oil Stoves

ARE NOT AN EXPERIMENT.

Satisfied Users Testify to their Excellence.

(COPY.) HALIFAX, N.S., May 18th, 1898.

DEAR SIRS,—I have had one of your "Blue Flame" Coal Oil Stoves in daily use for over a month, in the Cooking School here, and can testify to its many excellencies. The construction is so simple that the children have no difficulty in managing it. There is absolutely no odor from the burning oil, and no waste. The oven can be perfectly heated in ten minutes, and then will cook everything that can be cooked in a coal range oven ; bread, meat, cakes and pastry. The heat is so steady, that, while things cook thoroughly, there is no danger of burning. There being no attachments, as in a gas stove, the coal oil stoves can be moved at pleasure, and are so neat they might stand in any room.

I am, Yours very truly,

(Signed) HELEN N. BELL,
Principal, School of Cookery, Halifax.

To A. M. BELL & Co., Halifax, N.S.
Agents for "Kemp's Blue Flame" Oil Cooking Stoves for Halifax.

Are you ready for the trade in this line?

ALL SIZES AND STYLES IN STOCK.
WICKLESS STOVES SUPPLIED IN 2 AND 3 BURNER.

KEMP MANUFACTURING CO. - Toronto, Can.

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JUNE 18, 1898 No. 25

President, JOHN BAYNE MacLEAN, Montreal. Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

INCREASED BUSINESS IN PIG IRON.

TRADE in pig iron in the eastern Canadian market has been active this spring, for not only has there been larger sales of domestic pig, both of the Hamilton and Maritime Province brands, but the turnover of both British and American pig iron in Montreal during the month of May, was much larger than it was last year.

The imports entered at the Customs House during May for the two years show this very clearly.

In May, 1897, the imports of United States pig at Montreal were a little over 54 tons, and of British pig 95 tons. This year the imports of American have increased to 147 tons odd, while those from Great Britain have leaped to 520 odd. This increase of over 400 per cent. in British, as against a little over 100 per cent. in American, must be gratifying to those who desire to see an expansion of our trade relations with the Mother Country.

Of course, no actual figures are obtainable regarding the turnover of domestic pig in Montreal during May, but dealers who ought to know, contend that approximately it was even greater than that in British pig. The inference from all this is, that both the foundries and rolling mills at the commercial metropolis, and those centres which depend upon it for supplies, are having more work this year than last.

Values on Canadian pig this season exhibit considerable appreciation over those of last year, but prices on British iron are about the same.

At this time last year No. 1 Hamilton iron was selling at $15 per ton, against $16.50 this year, a rise of $1.50. The appreciation in the Nova Scotian brands has been almost as great, both Ferrona and Siemens being now quoted at $15, against $14 last year. On the other hand the standard brands of Scotch pig are offered at $17 to $18, the identical range which ruled this time last year.

UNBUSINESSLIKE PARLIAMENT.

The last session of the Dominion Parlialiament is not one that will appeal to the business element in the country.

The preferential tariff on British goods appears to have been a good stroke of business, but in many other particulars there has been a decided neglect of legislation which would have been to the advantage of the commercial interests of the country.

There was, for instance, the bankruptcy bill and the readjustment of the tariff in order that the high and onerous duty on the raw material used by the shirt, collar and cuff industry might be made, at least, less burdensome. There was no sound reason why these should have been ignored.

Then the days and weeks of the House which were wasted in idle and malicious talk is inexcusable. Business is not business with many members of Parliament; it is talk. And the country has to pay the piper.

Business does not long keep in its employ, merchants who are lacking in energy, rich and all as they may be in brains.

COPPER RIVETS DEARER.

For the second time within less than two months an advance has taken place in the price of copper rivets.

In April last the discount was reduced to 50 and 10 per cent., and on Saturday last it was further reduced to 50 per cent.

The cause of the advance in price is the increased cost of the raw material.

Lack of capital kills the business and o'er much worry kills the business man.

TRADE CONDITIONS IN CANADA.

TRADE conditions in Canada are of a reassuring character. There is no doubt about that. The only room for difference of opinion is in regard to the measure of prosperity the trade of the country is enjoying.

As a manufacturing country, Canada is gradually increasing her importance, but agriculture is still our chief industry, and, unless it be in good condition, the commercial health of the country cannot be accounted healthy.

The farmers of Canada may not be lying in a bed of roses, but their circumstances are a great deal easier than they have been for probably a decade at the least. Compared with their confreres in other countries it is no exaggeration to say that the comparison is not unfavorable to them.

Last year, the wheat crop was a bountiful one. In Ontario, the yield exceeded all others in the history of the Province. Some authorities place the excess at nearly 25 per cent. Then, of course, prices have been more satisfactory than even the yield. Even a couple of years ago "dollar wheat" was only what fools were supposed to talk about. Those who essayed to be wise declared that such things never could be again. And the evidence certainly leaned to their side. But the "fools" turned out to have more prophetic blood in their veins than the "wise," for it is safe to say that the bulk of the wheat marketed this campaign averaged at least a dollar per bushel. And not only wheat, but all other cereals are materially higher in price.

For beef, immeasurably better prices are being obtained, while the demand exceeds the supply, Hogs average a cent a pound above the figures ruling last year. Hides are a cent dearer, and potatoes are double as high. Cheese is something like a cent per pound cheaper, but this is due to large production and restricted consumption in Great Britain, chiefly on account of the labor troubles.

Other evidences of the increased prosperity of the farmers of Canada may be mentioned. One is the way in which he is "lifting" the mortgages which of late years have become so burdensome. Then, there is a better demand for farm lands. In Manitoba and the Northwest a material increase in the sales of farm lands is to be noted, while one of the largest loan companies in the Dominion in its annual report the other day stated that out of 117 farms which it held in Ontario every one was occupied, and that at a fair rental. Real estate in the cities is also improving, there being a better demand, although prices are not altogether satisfactory in some instances. And this improvement applies to vacant land and residential and store property. Of 122 houses held in Toronto by a loan company only five are vacant.

Railway earnings in all countries are accounted reliable trade barometers. Turning to the figures relating to the two great systems operating in the Dominion we find that the gross earnings of the Grand Trunk for the first five months of the year were $9,499,412, against $8,516,791 the same period last year, and those of the Canadian Pacific $9,400,448, against $7,679,822 last year.

Several of the chief chartered banks of the Dominion have during the past few weeks been holding their annual meetings, and the reports of all of these testify to better trade conditions.

The profits of the Bank of Montreal were $35,000 greater than in 1897. The net profits of the Standard Bank were $115,157, against $100,919 the previous year; of the Traders Bank, $54,891, against $45,000; of the Eastern Townships Bank $160,000, against $158,000; of the Bank of Commerce, $477,456, against $445,730; of the Ontario Bank, $84,648, against $74,133; of the Bank of Hochelaga, $115,067, against $78,211.

Then, there are the bank clearings, and the monthly bank returns, issued by the Government. All these indicate a gratifying expansion of trade. The bank clearings for the first five months of the year aggregated $558,340,349, against $426,509,704 for the same period in 1897, an increase of 30.9 per cent.

Last year, the shipping out of Montreal was enormous, but this year it promises to be larger. The steamships sailing from that port have so much package freight to carry that they have no room for grain, with the result that the elevators from Montreal to inland points are crowded, while a few days ago there were, in addition, 800 loaded grain cars between Owen Sound and Montreal, while a couple of weeks ago, on account of this blockade, it was necessary to countermand an order for the shipment of 200,000 bushels from Owen Sound.

The foreign trade of the Dominion is one of the most gratifying of present trade conditions. The exports for the first ten months of the fiscal year aggregated $134,853,366, compared with $106,339,814, the same period in 1897.

And it is worthy of note that these exports of ten months exceed the total of any twelve months in any one previous year in the history of the Dominion, those of last year excepted, which were $137,950,253.

The imports of the country for the ten months of the present fiscal year were $105,187,009, against $93,498,951 the same period last year.

Recent developments in the gold mining industry are of an assuring nature. From the Klondyke come reports of further discoveries which have strengthened, rather than weakened, the hope of the country in the richness of the gold fields in that part of the Dominion. And then there are the gratifying reports from Rossland which establish what knowing ones have maintained for some time, namely, that the district was rich in permanent, paying properties.

As far as actual trade is concerned only the pessimistic can grumble. Many manufacturing industries from one end of the Dominion to the other are really overburdened with work, as the inability of many of them to fill orders testifies. Then all descriptions of wholesalers are doing a brisk trade, and although in some lines profits are not altogether satisfactory, yet in others the conditions in this particular are all that can reasonably be desired.

The lumbering industry is at the most the only staple industry that can really be accounted unsatisfactory. And this is due (1) to the condition of the United States market and (2) to the overstocked condition of the British market. Cheese, too, is also at the moment suffering from over-production.

As far as the present cereal and fruit crops are concerned, Nature again promises to be bountiful. And then another thing which should not be overlooked is the general tendency on the part of all classes of manufacturers and merchants to shorter terms of credit and to employ better methods generally in the conduct of business.

MERCHANTS AND THEIR CLERKS.

THE duty of merchants towards clerks in their employ does not end when they remunerate them in dollars and cents. At that point it has really little more than begun.

The welfare of every clerk in his employ should be the concern of every merchant.

Many a clerk to-day would be a better man in more ways than one had his employer been more concerned about him.

One of the first duties of a merchant toward his clerks is to teach them their business: coach them as to ways and means of dealing with customers; instruct them as to quality of goods and ways and means of manufacturing thereof; induce them to read good trade papers and other commercial literature.

But even here the merchant's duty does not end. He should also be concerned about the manner of man the clerk became.

There are a good many who think that honesty is not always the best policy; the "wild oats" every young man has to sow before he begins to cultivate the more serious things of life. By quiet little talks it is the duty of the merchant to disabuse the minds of his clerks of the fallacy of these arguments.

Concern for clerks begets confidence of clerks.

A GOOD STOVE TRADE.

THE outlook for the cooking stove trade is promising. Not for years has business been as brisk as during the past season.

One of the largest stove manufacturing firms in Canada has sold about 2,500 more cooking stoves than it had up to this time last year. And, as far as can be learned, all the makers are ahead of last year's business

In consequence of this condition of affairs, stocks are unusually low, and it is the opinion that a shortage will be experienced before the season closes.

One large manufacturer has decided to forego the usual closing down during the hot weather and keep its molding shop going right up to December. And not only that, but it may find it necessary to ask its employes to work longer hours for a short time.

In view of the threatened shortage, manufacturers are asking dealers to place their orders as early as possible, in order that when the busy season commences matters may be as easy as possible. At the moment a good business is being done for this time of the year.

The outlook for the stove trade is certainly gratifying.

MILK CAN TRIMMINGS SCARCE.

Although the season for milk can trimmings is supposed to be near its close, makers of this line of goods are experiencing some difficulty in filling orders.

The season has been an unusually busy one, as HARDWARE AND METAL previously pointed out, but the chief cause of the shortage at the moment is the scarcity of certain sizes of tinned iron.

One manufacturer, who, from this cause, was behind with his orders, has been trying to draw upon his confreres, but he found they were in much the same position as himself.

WILL TACKS BE CHEAPER?

The market for clout nails, upholsterers' tacks and carpet tacks is somewhat unsettled. The cause is the importation of these descriptions of tacks from the United States.

The quarterly meeting of the manufacturers will be held in a couple of weeks, and one of the makers told HARDWARE AND METAL that a reduction in price to meet the United States competition would probably be made.

ZINC AND SPELTER DEARER.

Sheet zinc and zinc spelter are both dearer this week. The former is quoted at 5¾c. for cask lots and 6c. for smaller quantities, and the latter at 5c. for ton lots and 5¼c. for smaller lots. This is an advance of ¼c. per lb. in both instances.

ONCE AGAIN ROPE ADVANCES.

Still another advance in rope is to be noted.

Wholesalers' base price for sisal is now 11⅞c. per lb. in Toronto and 12c. in Montreal, and for Manilla, 13⅛ to 13¼c. respectively. Lath yarn is also dearer, being now quoted at 10¼c. per lb.

Rope is now about 3 to 4c. per lb. dearer than it was a month ago, and 6c. per lb. dearer than a year ago.

A few years ago rope sold at from 15 to 16c. per lb., and people are beginning to wonder whether these prices will again be reached.

DROPS FROM THE EDITOR'S PEN.

A wave makes headway, but a waverer, never.

Business, like beets, must be cultivated to grow.

It pays to spend money in judicious advertising.

Concentration is an augur which bores its way to success.

The plodder plies persistently till prosperity perches upon him.

It is respectable as well as politic to have the store window well dressed.

Get on the right side of a customer and you are not likely to be "left."

Every clerk cannot be a merchant, but every clerk can be a good clerk.

Greatness cannot always be hid any more than clouds can always hide a mountain.

More things are left undone by procrastination than ever lack of ability is responsible for.

When a lazy merchant and a lazy loafer fraternize in the same store, woe it is to that store.

Much more valuable to a merchant is a reputation for honesty than a reputation for wealth.

Fuss and feathers have about as much utility in business, as fireworks in actual warfare.

Discounts are fruit which invigorate if gathered, but poisons which injure if neglected.

The man who cannot help himself will never be much benefited by the help he gets from others.

The customer who takes goods from your store should also take away a good impression of the store.

When a merchant becomes a mere machine all the lubricants in creation will not prevent him from rusting.

The amount of money a merchant is making is not always commensurate with either the size of the store or the volume of business he does.

VARIOUS KINDS OF ASBESTOS.

By Paul Kersting.

IN view of the great importance which asbestos has gained in the industry during the least 10 years it appeared to be of interest to determine from the chemical composition the purposes to which the various types of this peculiar mineral may be applied. Asbestos is used for various purposes, and it consequently has to meet various requirements.

Four properties are chiefly utilized in asbestos:

1. Its porousness renders it suitable as a filtering and packing material.

2. Its resistance to acids makes it valuable to the chemical industry, for acid filters, etc.

3. Its refractory power allows its use as a material flexible in red heat, as for hanging up mantels for incandescent gas light.

4. Its low heat conductivity has made it popular as an insulator in the form of woven fabric, pasteboard, and paper.

These properties, however, are unequally developed in the various types of asbestos, this being principally due to the fact that asbestos is not a distinct mineral species. Its composition is extremely variable.

There are two theories regarding the origin of asbestos. One supposes that asbestos originated by decomposition from both aluminiferous and non-aluminiferous hornblende, augite, serpentine, and mica. This decomposing process has not yet been fully explained, but there seems to be little doubt that the action of carbonic acid bearing water which dissolved and removed lime and iron oxide played an important part. Most of the asbestos has certainly originated from tremolith and actinolite, or fibrous hornblende. From these two minerals it is distinguished chiefly by its larger contents of magnesium, the almost total lack of lime, a somewhat lower content of silica, and by the presence of chemically combined water.

The other theory is that asbestos is not a product of decomposition, but of separation from the surrounding rock. This explanation is supported by the fact that asbestos always occurs in association with similarly composed rock, and passing unnoticeably into the latter so that the single fibers can no more be separated from the rock. Both theories are well supported, and for this reason no decision as to which one be the more probable has yet been arrived at.

Asbestos occurs geologically in veins, beds, and nests. The fibers are, as a rule, perpendicular to the direction of the vein, so that the thickness of the lode is determinative for the length of the fibers. In Upper Italy and Canada large deposits of asbestos are mined in open workings. In all continents and in near all countries more or less abundant occurrences of asbestos are found. The principal deposits are in Corsica, Upper Italy, in Silesia, and Thuringia (Germany), in the Dauphine (France), Spain, Greece, and Canada. Large veins have recently been discovered in South Africa. Small nests are found in nearly all mountain districts.

The best, purest, and highest-priced asbestos is that of Upper Italy. It is a light gray or light brown, sometimes of snow-white color, and often has, where found, the appearance of a cracked log. The fiber is of extraordinary length and softness. It can be spun directly without previous treatment by muriatic acid. The owner of the Upper Italian mines, which number about 180, is the United Asbestos Co., Limited, of London.

The Canadian asbestos is white, the single lumps having the appearance of rocks, to which a fibrous mass seems to be attached. The fiber is shorter than the Italian, and sometimes of wooly nature.

By mechanical preparation, treatment with muriatic acid, and careful washing with water to remove both muriatic acid and sand, Canadian asbestos is made ready for spinning, Canadian asbestos recently put upon the market is fully equal to the best Italian article. The Canadian mines, which are owned and operated by different parties, are located in the Province of Quebec. The most important producer is the Boston Asbestos Co., of Boston, Mass.

The third large occurrence is that of Corsica. The Corsican asbestos, however, is very high in clay, and, therefore, very brittle, so as to be little adapted for weaving. Yet, nearly all Italian factories are dependent upon Corsican asbestos as raw material, as the United Asbestos Co., Limited, of London, has the monopoly of the Upper Italian mines, the product of which is exported to England. This circumstance causes the erroneous belief that all the Italian asbestos is of little value. Owing to the abundant supply and its poor quality Corsican asbestos is sold at a very low price, so that it has been used even instead of straw as packing material.

The discovery of asbestos in South Africa dates back a few years only. The South African product represents a soft, silky, bluish gray, or blue mass traversed by darker fibres of extraordinary length which can easily be spun and woven. An English company, with a branch at Paris, has been organized to exploit this occurrence.

How largely the consumption of asbestos has increased of recent years is best shown by the growth of the Canadian production, which rose from 300 tons, valued at $19,500 in 1879 to 7,630 tons, valued at $420,825, in 1894. These figures show the decline in the price, for, while in 1879 the average price per ton was $65, it was, in 1894, only a little more than $55. This decline has been a steady one during the period mentioned, and it resulted in the closing of numerous mines. The restriction of the Canadian output, however, did not benefit prices, as, in the meantime, South African asbestos entered the market. As no investigation as to the composition and properties of the South African asbestos had as yet been made, I undertook to make a few comparative tests at the instigation of Dr. O. N. Witt, who furnished the necessary material. In addition to African asbestos, I operated on two samples from Canada. The first Canadian asbestos showed long, silver-gray, lustrous and silky threads which could be separated easily to single fibres. Hard, stony admixtures, consisting of the same material as the asbestos, was found in it, but these were not included in the analysis. The price of one pound of this asbestos was 50 cents.

The second Canadian sample was of a dirty gray color, and possessed a dull, short, and wooly fibre, also containing some stony admixtures, which were not analyzed. It was valued at 25 cents a pound.

The African asbestos, as submitted for analysis, was a very light, voluminous, silky, bluish gray mass, traversed by darker fibres, and without any admixtures. Carbonate of soda and potash was used for dissolving and determining silicic acid and the bases, sulphuric and hydrofluoric acids for determining the alkalis.

The analysis resulted as follows:

	Canada I.	Canada II.	Africa.
Silica	39.04	41.56	43.61
Alumina	....	3.42	0.21
Oxide of iron	0.25	0.41	16 57
Protoxide of iron	2.10	6.67	12.15
Lime	0.51	0.83	0.89
Magnesium	42.57	33.38	7.02
Potash	0 09	0.11	3.06
Soda	0.22	0 30	2.14
Phosphoric acid	....	.	0.06
Sulphuric acid	0.10	0.08	0 06
Water	15.20	13.15	14.30
Total	100.08	99 91	100.07

From the high water contents it will be seen that all the three types should be designated as hydrated silicates of magneisum and protoxide of iron, or as serpentine asbestos. This is also borne out by their conduct when heated. By several hours' drying at a temperature of 120 deg. centigrade the hygroscopical water is removed, amounting in sample I. to .87 per cent., in II. to 1.79, in III. to 1.25, while the chemically combined water remains.

Before the blowpipe all three samples were infusible. When heated in a muffle to 1,000 deg. centigrade, sample I. changed but little, it only became somewhat brittle. Sample II. assumed a reddish color, and became strongly brittle. Sample III. changed to a hard, red powder in which here and there small crystal needles were preserved.

The power of resistance to acids was tested by immersion in muriatic acid for 48 hours. The acid was then poured off, and the asbestos samples washed with distilled water until all acid reaction of the latter had ceased, whereupon the samples were dried at 120° until their weight remained constant. By the treatment with muriatic acid all three samples had lost in weight. The color of the Canadian samples had become purer and whiter, while that of the African Asbestos had lost nothing of its original beauty. By the treatment with muriatic acid there were dissolved:

I.	II.	III.
41.24 p. c.	37.48 p. c.	12.62 p. c.

Tensile tests of rope produced from South African asbestos have resulted highly satisfactory. A rope of ¾ inch in diameter, carrying 220 pounds, and entirely surrounded by the flame from a gas burner, did not break until after 22 hours.

Investigations and tests show that with the African asbestos a material has been given to the industry which by its properties furnishes a welcome supplement to the asbestos from Canada which has heretofore been the chief source of supply. As regards fineness, softness of fiber, and suitability for spinning the African asbestos is superior to all used heretofore; even its resistance to acids is greater than that of the Canadian product. It is, therefore, especially suitable for acid filters. On the other hand, Canadian asbestos is to be preferred decidedly in all cases where a resistance to heat is required, for, while the Canadian product after the loss of its chemically combined water still possesses a certain cohesion, the African asbestos is entirely decomposed to powder by the corresponding temperature. The latter, therefore, could not very well be used for hanging up incandescent bodies. Regarding the use of asbestos as a non-conductor of heat, based on the volume of air enclosed in the porous material, the Canadian and African products are equally serviceable, the determinative factor would simply be the price. For packing of pipes and flanges Canadian asbestos excels where temperatures above 200 degrees centigrade come into question.—Communication from the Technological Laboratory of the Royal Technical High School, Berlin, and translated for The American Manufacturer.

Somebody Said:

"If a man can write a better book, preach a better sermon, or make a better mouse-trap than his neighbor, though he build his house in the woods, the world will make a beaten track to his door."

The same thing applies to paint.

In this well-expressed sentiment is found the wonderful popularity, the remarkable success of

THE SHERWIN-WILLIAMS PAINTS

They are made better than any other paints. Their immense sale proves this. The man who sells **The Sherwin-Williams Paints** sells the best paints. He will do the largest paint business in his town, sooner or later. That's absolutely certain.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers,

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

WALTER H. COTTINGHAM,
Managing Director Canadian Dept.

GOOD ADVICE AND ITS RESULTS.

A WICHITA traveling man, according to the Eagle, of that place, about a year ago, was asked by a clerk in a shoe store to get him a job traveling. The young man was told to write in to the "house." He did, and the proprietor asked the traveling man about the young fellow, and was told that he might make a good man. The house told the young man to begin. The young man came to the old traveling salesman and asked how he should begin, and received this advice:

"Know nothing but shoes. Talk nothing but shoes. Never go into a store without having your pockets full of shoes. Take an old boot and carry it under your arm. Set it up on the washstand, and when you go to bed fall asleep studying that boot. Look at that boot the minute you wake up in the morning. When you go into a store, never ask a merchant if he will buy. Never induce him to say 'No' at the start. Show him your goods and talk shoes."

Well, the young fellow started out. Pretty soon a friend of the old traveling man said:

"Your house has got the biggest knock-kneed idiot on the road that ever struck the State. Why, the darn fool lugs an old boot around with him, and you can't get anything but shoes out of him. He is a '98 chainless idiot, that fellow is. Why don't you get the house to call him in?"

But at the end of the first year the young man's work was sized up by the house, and they wanted to give him a banquet. He had not only earned his salary, but $2,200 in commissions in addition.

TOOK HIM AT HIS WORD.

A plumber engaged a new journeyman who, although possessed of great talking powers, was woefully incompetent with his hands when practice was required of him. He was set by his employer to make an ordinary trap, and, after spending twice the usual time at the job, was so thoroughly ashamed of his own performance that he tossed the article under the bench out of sight and began the operation afresh with new material. His second attempt was almost as bad as the first, and was just finished when "the boss" came along. The latter eyed first the piece of work, then the workman, next spoke out in language painful and free, and finished with the withering sarcasm: "I'll put up your wages if you show me a more wretched piece of work than this." "Here you are, sir," returned the undismayed employe, pulling his first effort from its hiding-place and calmly placing it in front of his master.

MASTERING THE BIKE.

THE only help I got in learning to ride the bike was from my wife. The little lady would grab hold of the framework just over the rear wheel and maintain my 200 pounds of peerless manhood while I talked to her and told her what to do and remonstrated with her for not doing what I though she ought to do. I do not believe any one else could have helped me as much as she did. You see, I could hardly have talked as freely to any one else.

The last time she helped me my conversation ran something like this :

"Now give me a good start. Hang on ! Hold up ! Great Scott ! Are you trying to run me into the ditch ? Jane, pay attention to what you're doing. You'll kill me ! Don't let we wabble so. Look out ! I'm running into a rock—can't you see I am ? There ! I told you I would. It was all your fault. I should think you would have some sense by this time."

I did not stop here, but I have to make a break in the report of my remarks to say that just here a young lady of whom I am rather fond in a paternal sort of way, and whom I familiarly call Puss, rode up on her own wheel and went along with me although some few yards away for safety's sake. I did not stop talking to the little lady, though. By this time I was too mad to care for appearances. So I turned to Puss and continued :

" Did you ever see such a fool woman ? Why can't she hold the blamed thing straight ? Here I am wabbling around like a drunken man."

Puss merely grinned and showed her pretty teeth and gurgled a delightfull little girlish laugh. That made me all the madder, and I began at my wife again.

" Now, Jane, do use some sense. Hang on ! Put some muscle in it. How would you like it if I let you skin around like this when you were learning ? Look out ! Ouch ! I'm going over. No, I ain't, Yes I am. Push ! Pull ! Move the blamed thing along. Stop here, stop here ! Can't you see, you great, great goose, that I'm running into the fence ? I'll be killed ? My bicycle will be smashed to pieces. Stop me ! I'm gone up ! O-o-o-o-o-o-o o-o-o-h ! "

And, crash bang, I went into the fence, just as I had predicted. I picked myself up, and after an examination found that no bones were broken. Then I examined my wheel and found that it was all right. Then I looked around to find my wife and give her a piece of my mind. There she was, three blocks up the street, just at the point where I started, sitting on the curbstone and laughing so loud I could hear every "Ha, ha ! " And, worse and more of it, Puss was immediately across the street dismounted and also sitting on the curbstone and laughing just as hard.

Then I saw it all. I had made the whole distance all alone by myself, and I had been talking, directing and protesting to the circumambient air. No wonder the girls laughed, but I forgave them. I had learned to ride the bike.—New York Truth.

WILL NOT CARRY ENGLISH WHEELS.

The John Griffiths Cycle Corporation, Toronto, disposed of over 300 English-made wheels by auction on Wednesday and Saturday last week. They state that they intend going out of the business of selling English wheels, as they are unsuited to the Canadian public, or rather the Canadian public is unsuited to them. They say that the demand here is for a good-looking bicycle, the buying public not knowing, and not seeming to care, about the lasting qualities of a wheel. People prefer to pay from $35 to $50 for an ordinary wheel which looks nice, than for a wheel first-class in every respect which cost in the neighborhood of $100.

An oil well recently struck near Thamesville, Ont., is yielding 1,000 barrels per day. Other rich discoveries have also been made lately in the neighborhood of Thamesville.

IMPORTANCE OF MARKING PRICES.

A writer in Iron Age says :

"The sooner the local hardware merchants realize that the printing of prices is a part of good descriptions, the sooner will they stop the cry against outside competition. The cases are few and far between wherein retail advertising cannot be made more effective in this way.

" Price is a part of the description and a very important part. After a person has decided that an article is such as he wants the price alone remains as a question of doubt. It is the price that every one wants to know after other points have been impressed.

" Let a person enter a store and see an article that he wants, displayed in a showcase or elsewhere. He will examine it. The various points show for themselves, but if the price is not in plain figures how long will it be before he asks for it ? How many times have hardwaremen answered this question under the same conditions ? The advertisement, if it is a good one, brings out the points of advertised articles as they do themselves when displayed in the store. The advertisement goes into the offices, the business places and the homes. If the price is omitted from the description who is going to answer that vitally important question, How much is it ? "

GILBERTSON'S
"COMET"
BRAND

Patent Flattened Galvanized Steel Sheets

made of superior Siemens Steel, by the most experienced workmen ; smooth, well galvanized and carefully selected ; will double seam either way of grain ; are **fully equal** in weight and count of sheets per ton, as well as in quality and finish, to the best known brands imported, and **cost less.**

"Gilbertson's" Tinplates

made of best Siemens Steel, are soft, extra well coated, noted for deep stamping qualities, and for canners' use have no equals. **Cost** no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Ponterdawe," "Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S "REGINA" TERNEPLATES

also Imitation Russia Sheets and best Siemens Steel Sheets, cold rolled, cold rolled and close annealed, also pickled.

If your jobber does not keep these brands address,

ALEXANDER GIBB

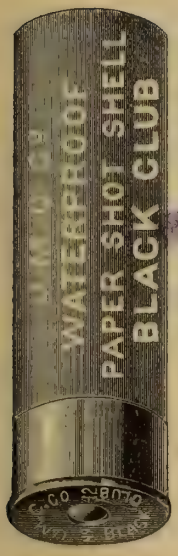
Agent . . . 22 St. John St., **Montreal.**

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

37 Front Street West — TORONTO

THE AMERICAN POWDER MILLS



CELEBRATED

GUNPOWDER

UNSURPASSED BY SIMILAR GRADES OF ANY MANUFACTURE.

Cartridge Cases
Ely's, U.M.C. and Dominion.

Metallic Cartridges
U.M.C. and Dominion.

Fuse
Hemp, Single and Double Tape.

Gun Wads

"DEAD SHOT"

Dead Shot. FG.

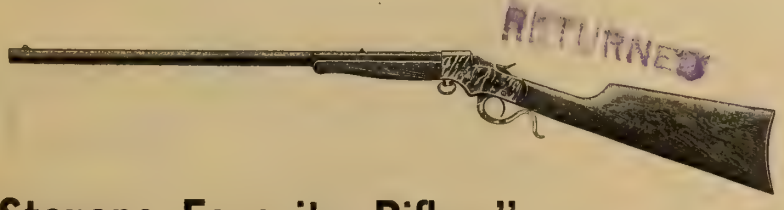
Dead Shot. FFG.

A most remarkably and universally popular Brand for general ***FIELD*** and ***TRAP*** shooting. Has for thirty years steadily grown in favor in the United States. ***STRONG, UNIFORM,*** can be ***USED ALL DAY*** without cleaning the gun: being a ***MOIST BURNING*** Powder, it is, for every day use, the sportsman's favorite. ***DEAD SHOT*** is packed in air-tight metal packages, each containing twenty-five pounds.

Loaded Shells
U.M.C. and Dominion.

Gun Caps and Primers

Smokeless Powders
Schultze



"Stevens Favorite Rifles."

Piper's Guns, Winchester and Marlin Rifles.

LARGE ASSORTMENT — GRAHAM Cut and Wire Nails are the Best. — CLOSE PRICES

TRADE CHAT.

IN Great Britain there are 20,923 workers in cycle factories. More than half these are in Warwickshire, which has 161 factories; Staffordshire comes second, where there are 44 factories, employing 1,955 persons. London has 45 factories. Only 81 persons are employed in Ireland and 447 in Scotland. Children are excluded from the industry.

The output of Coal in Nova Scotia during the past year was 2,200,000 tons.

The agreement entered into by the leading Southern U.S. pig iron producers for the purpose of controlling competition has been broken, and now each firm is working independently.

There is talk of a plough factory at Petrolea, Ont.

Carbon stumps are saved by a Philadelphia smith and woodworker, who uses them for making a small charcoal fire of great heat and purity.

Shipments of ore from the South Kootenay district from Jan. 1 to June 1 amounted to 32,461 tons. The total shipment last year was 62,741 tons.

R. J. Thompson has begun to manufacture canoes out of British Columbia cedar in Vancouver. The British Columbia cedar is said to be very suitable for this purpose.

The editor of The Brandon Sun, in a recent interview, stated that Brandon is coming to the front as a jobbing centre, there being now four jobbing houses there. He reports a good opening for a hardware house in Brandon.

The Shimer Woven Wire Fence Co., of Anderson, Indiana, is negotiating with a view to establishing a branch of its works in St. Thomas, Ont.

The North American Bent Chair Co., Owen Sound, Ont., recently made a shipment of 16 cases of chairs to Tampica, Mexico. One hundred and five cases were sent to its agency at Sydney, N.S.W.

The McClary Manufacturing Co., London, Ont., is filling an order from a San Francisco house for $7,000 worth of stoves, tin and granite ware, for the Yukon trade. The goods, which will fill six cars, will be shipped direct from London.

The manufacturers' committee of the Brantford city council propose a general exemption from all but school taxes, upon all machinery and tools for local manufacturing industries, employing a given number of hands.

W. Mann & Co., bicycle dealers, etc., London, Ont., are extending their business. They have leased the large store at 231 Dundas street, London, which they will use as a storage and wholesale department. The office and retail business will be continued at the old stand.

The Canadian Wheelmen's Association have made an arrangement with the United States authorities whereby a tourist may take his wheel into the United States without paying duty or a deposit.

BUSINESS IN BRISTOL.

THE HARDWARE AND METAL has received a copy of the annual report of the Bristol, Eng., Chamber of Commerce and Shipping. During the year the boundaries of the city were extended, so that Bristol now holds the seventh position as regards area in the United Kingdom, as well as sixth for population (320,000), fifth in rateable value and third in its contribution to the National Revenue in Customs levies.

The total number of vessels entering Bristol docks during 1897 was 9,101 with an aggregate tonnage of 1,593,882 as compared with 8,991 with an aggregate tonnage of 1,548,620 in 1896.

Last year, fully 10,000 cattle were received from Canada and a similar number from the United States, making a total of 20,000 as compared with 4,000 the previous year.

The receipts of provisions are growing steadily, being 44,121 tons in 1897 as compared with 37,127 tons in 1896 and 27,695 tons in 1895. Trade with Canada in cheese and butter is growing also, this port taking the second largest proportion of our butter among the United Kingdom ports.

Everything considered, however, Bristol, as a shipping port, has not made advances corresponding to the progress of other cities in the United Kingdom, for, so far as tonnage entering and clearing the port is concerned, Bristol has receded from the second position, which she held for years, to the fifteenth place. This fact has led to an agitation favoring an extension of the dock facilities, etc., it being generally considered that with greater facilities a much greater shipping trade might be done.

MICA NEAR ARKELL, ONT.

On Saturday, the C.P.R. employes who are repairing the road near Arkell paused in their work, dropped on their knees, and carefully began to examine a substance that appeared to be a number of flat stones with a yellowish tint over their surface. Visions of Klondyke gold flitted through their minds, but on a careful examination they found that they were hardly so fortunate, for the substance turned out to be a good sample of mica. One of the employes brought a large piece into The Advocate office this morning. It is as clear as crystal, and they claim it is to be found in large quantities near the surface.—Mercury, Guelph.

Emery and Hardware Specialties

Hamilton, Ont. COOKE HARDWARE CO.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

Covert Mfg. Co.

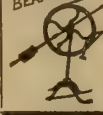
West Troy, N.Y.

DERBY SNAP Canadian Patent, April 3 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

PRIEST'S CLIPPERS

BALL BEARINGS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Bands, Proved Coil Chain. Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc,

TAKE YOUR PICK

You are the buyer. If you are not already a customer, we ask you to give us an opportunity to compete for your trade in . . . .

Wooden Handles

..and..

Turned Goods

including **AXE, FORK, RAKE, SHOVEL, HOE, HAMMER,** etc., etc.

Our handles are thoroughly seasoned, finished perfectly, and second to none.

Write for Price Lists and Discounts.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD

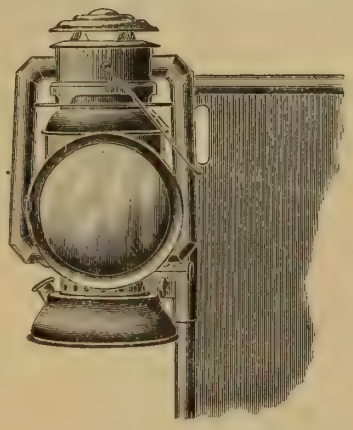
Tilbury, Ont.

HAM'S
No. 18 Driving Lamp.

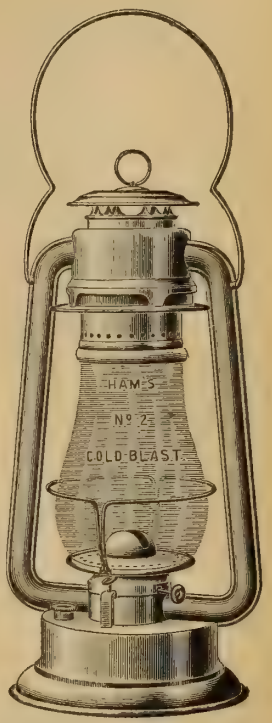
"THE DOCTOR'S FRIEND."

If you have never used Ham's Lanterns or seen them burn it will pay you to specify "Ham's" the next time you order. You will never be satisfied with any other make. Prices help make them so popular.

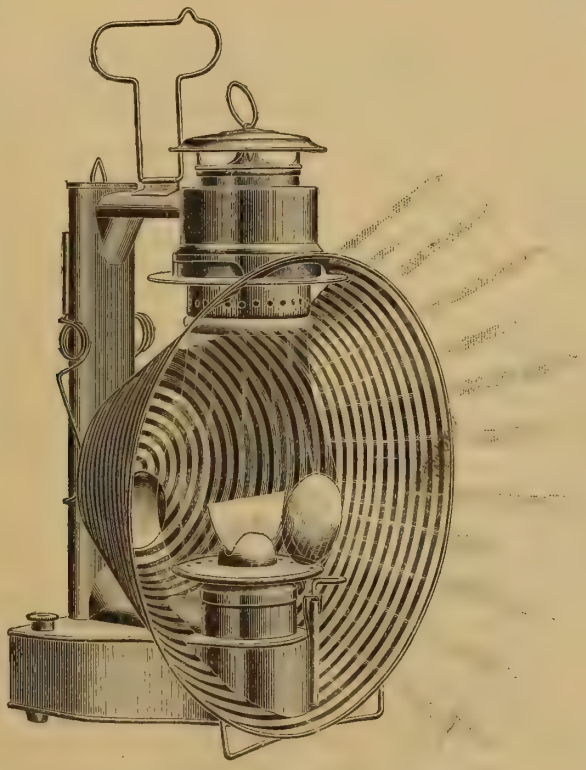
We guarantee every Street Lamp we make to give perfect satisfaction, and we know they have no equal. Automatic extinguisher. First-class for summer resorts—not affected by the wind.



Showing Lamp in position on end of dash. Can be used on front of dash also, by means of spring on back of dash.



This is the **ONLY** original **COLD BLAST** lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities. A good lantern for use around windy places—a great seller.



"Slickest thing out." Takes No. O globe, ⅝ wick, locked burner. Most popular lantern made. Everybody likes it and you can't blame 'em.

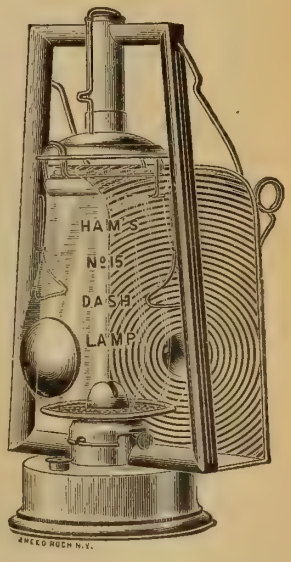
Ham's No. 20 Search Lamp.

Finished in blue japan finish with bullseye or plain globe, as desired. Specially adapted for use on lawns, picnic grounds or summer resorts. Gives a magnificent light and burns so steady in strongest winds.

We Sell to the Jobbing Trade Only.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.



A good combination lantern. Can be used as a common hand lantern or dash-board lamp. Finished in plain tin or blue japan, with plain or bullseye globe.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

U. S. PIG IRON PRODUCTION.

THE IRON AGE in its monthly review of the pig iron production says: The blast furnace statistics, which we publish below, show that production on June 1 was about 9,000 tons per week below that of May 1, and it is well known that since the opening of the month a further restriction has taken place. This is healthy, because it has been evident for some time that consumption was not quite able to cope with the enormous supply. It is worthy of note, however, that stocks have not accumulated at any alarming rate, so that the disparity between product and requirements is not large. It must be observed, too, that what blowing out there has been is almost entirely due to the necessity for making repairs, and not to a forced abandonment of the struggle.

The principal event of the week has been the collapse of the "gentlemen's agreement" among the leading Southern producers, which was the culmination of a struggle for some large business, notably in the Detroit district. This event may have a very discouraging effect upon the efforts to organize the National Association of Manufacturers of Non-Bessemer Pig Iron. The natural result of the rupture between the Southern makers has been a lowering of prices.

The weekly capacity of the furnaces in blast on June 1, compares as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
June 1, 1898	190	225,398
May 1	194	234,163
April 1,	194	233,339
March 1	193	234,430
February 1,	184	228,338
January 1	188	226,608
December 1, 1897	191	226,024
November 1	183	213,159
October 1	171	200,128
September 1	161	185,506
August 1	152	165,378
July 1	145	164,064
June 1	146	168,380
May 1	146	170,528
April 1,	153	173,279
March 1	156	169,986
February 1	154	162,959
January 1	154	159,720
December, 1, 1896.	147	142,278
November 1	132	124,077
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189,398
April 1	200	187,451
March 1	207	189,583

The position of stocks sold and unsold, as reported to us June 1, was as follows, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks—	Jan 1.	Apr. 1.	May 1.	June 1.
Anthracite & coke	599,585	678,492	696,540	700,965
Charcoal	136,781	139,516	144,975	122,317
Totals	736,366	818,008	841,524	823,382

BINDER TWINE AGAIN ADVANCES.

A ½-cent advance has taken place in the price of binder twine during the past week. Some manufacturers are short on standard twine and in some cases factories are running overtime to supply the demand for the different grades of twine. Harvest has begun in the Southwest, where it is estimated that the increase in yield over last year will be large. Manufacturers' prices are as follows in carload lots f.o.b. Eastern factories, with an advance of one cent for less quantities:

	Per pound, cents.
White Sisal, 500 feet to the pound	10¾
Standard, 500 feet to the pound	10¾
Manilla, 550 feet to the pound	11¼
Pure Manilla, 650 feet to the pound	11¾

Local jobbers are quoting ½ cent lower than these prices, their quotations being proportionately higher than last week. These prices are not in all cases adhered to throughout the country and jobbers often avail themselves of the opportunity to cut them.—Iron Age.

NEW YORK MARKETS.

PIG TIN—Foreign market advices by cable were somewhat weaker. Business here was only fair, and the demand smaller than for several days. Values weakened slightly under the weight of these conditions, but the offering of tin was not more than ordinary in character or volume. The bulk of supplies here is apparently well under control. Five-ton lots sold at 14.90c. net on dock, and at 14.95 to 15c. free on board. The steamer Manitoba brought 25 tons, making total importations of 975 tons thus far this month. The quantity afloat for this country at present is 1,820 tons.

COPPER—There is somewhat freer offering, and certain prominent selling interests are conceding a fraction on price on business that involves only comparatively small lots for early delivery. In other words, 11⅞c. was accepted for Lake Superior, although most sellers profess to be firm at 12c. upward. Electrolytic was easily obtained at 11¾c., and over 11½ to 11⅝c. was quite exceptional on casting stock.

PIG LEAD—Prices were moved a notch higher, or 3.82½ to 3.85c. for common domestic; and the market wound up firm, with nothing offered at less than 3.85c. here, or relatively cheaper in the primary markets. The advance was attributed to better general consumptive demand and some movement on speculative account in deliveries from July forward.

SPELTER—The offerings were again very moderate, and sellers who are in a position to fill orders that specify early delivery are asking 5 to 5.10c. The demand in this quarter is tame at present, and western reports were quieter, although reflecting strong feeling on the part of smelters. London cables were stronger, quoting £19 16s. 3d. for good merchant brands.

ANTIMONY—The market remains very firm at 9 to 9½c., as to brand, with offerings light and demand fair.

TIN PLATE—A moderate business only is being effected, and the demand from all sources drags. Prices are rather soft in consequence, but showing no radical change.

IRON AND STEEL—All branches of the market remain in rather slow condition, and there is very little movement of prices.—N.Y. Journal of Commerce, June 15.

SHERWIN-WILLIAMS BUILDING.

Last week, Mr. H. A. Sherwin, president of The Sherwin-Williams Co'y, spent several days in Montreal arranging for large additions to the company's Canadian plant.

They have secured the premises adjoining their factory on St. Antoine St., and will shortly begin tearing down the present building and erect a fine large four-storey building in its place. New machinery is already being made for the new premises at their principal works at Cleveland. They hope to have the new plant running early in the fall.

In addition to this the company have bought three lots adjoining their factory on St. Patrick St., and will add largely to their works there.

Mr. Walter H. Cottingham, managing-director of the Canadian department, is spending this week at the Cleveland and Chicago works of the company.

THEY GET THE FINGER POSTS.

The Canadian Wheelmen's Association are putting at cross-roads throughout Canada sign-boards in the shape of a hand, directing the way to neighboring towns, etc. Sanderson, Pearcy & Co. have secured the right to the advertising space on these boards, which they consider a good medium for reaching the consuming public, just as they consider HARDWARE AND METAL a good medium for reaching the retail trade.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial; Western Fair, London, Ont.; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, **OWEN SOUND.**

ISLAND CITY

Paint and Varnish Works

. . Manufacturers of . .

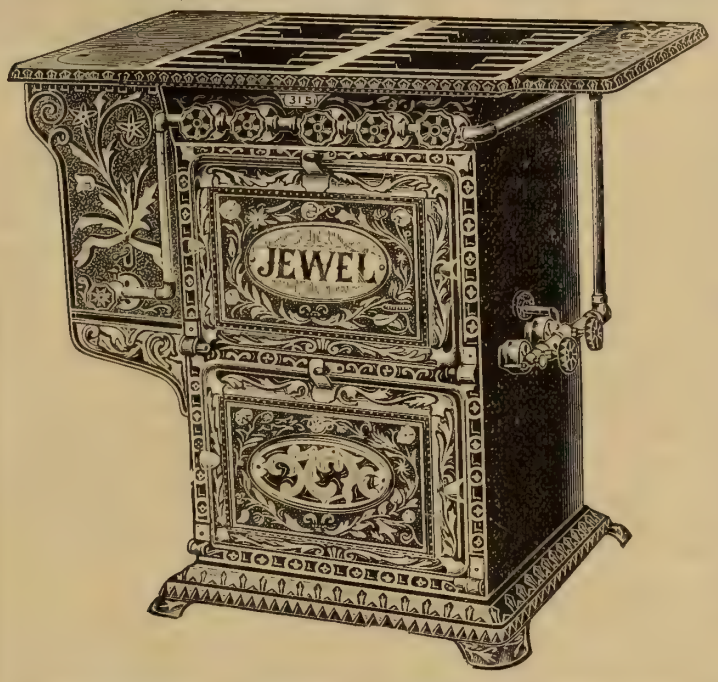
READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS 274 St. Patrick St., MONTREAL.

Jewel Gas Ranges

Improved Slotted Burners with Removable Thimble Cap.



Well known as the most **perfectly fitted,** most **efficient** and **successful,** and most **economical.**

MADE IN 10 STYLES.

Roasting and Baking Ovens—with or without Extension for heating

Hot Water Boiler.

Manufactured by

The Burrow, Stewart & Milne Co., (Limited) Hamilton, Ont.

There's no uncertainty about our famous lines in summer stoves.

YOU WILL SELL THEM---FAST.

QUICKMEAL

BLUE FLAME OIL and GASOLINE STOVES

Can't be equalled in simplicity and reliability.

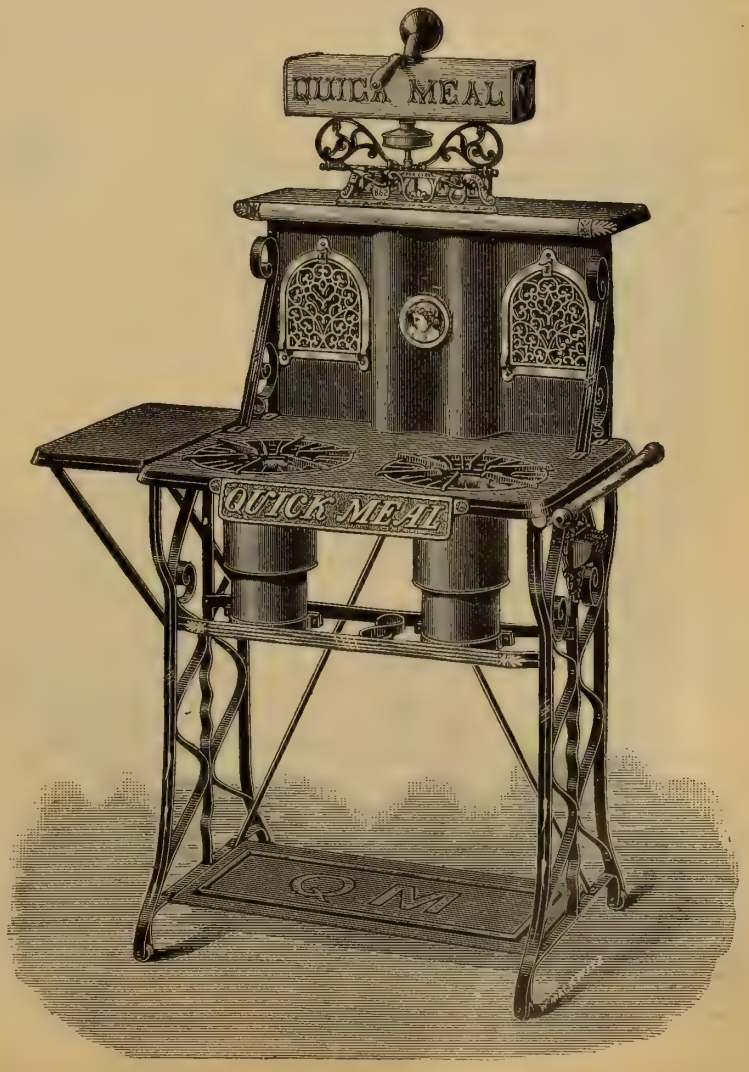
Their name is a guarantee of their worth—their grand reputation having been fairly earned.

We are sole agents for Canada, and have full lines of all the different sizes and styles required to suit all possible needs.

Better send in your order at once—your customers will appreciate their low price and sterling excellence.

Also—**OXFORD GAS RANGES.**

Shall we send you our catalogues?



The Gurney Foundry Co., Limited, Toronto

THE GURNEY-MASSEY CO., Limited, MONTREAL

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 17, 1898.

HARDWARE.

TRADE in general hardware has been well maintained, and many consider that it is, if anything, of larger volume than it was. Values, as a rule, are steady, the single exception being wire nails, on which, as a result of the competition between mills for orders, the jobbing price has been lowered 10c. Trade is active both in these and in cut nails, which are steady. There appears to be no top to the cordage market, values being again advanced this week ¼c. per pound. Clothes wringers, barbed and plain wire, in fact, every department of general hardware shows activity.

BARB WIRE — There is no change in barb wire, demand being moderately active and prices unchanged, at $2 f.o.b. here.

PLAIN WIRE—There is a good enquiry for oiled and annealed and annealed wire, and discounts all round are unchanged.

WIRE NAILS—As a result of competition between makers here and the unsettled feeling regarding values, jobbers have marked down the base price to $1.80, and round lots can be had for less money.

CUT NAILS—There is a good demand for cut nails, while values are steady at $1.85 f.o.b. Montreal, Toronto, Hamilton and London, with the usual allowance of 10c. per keg for large quantities.

HORSE NAILS—There is a fair trade doing, and discounts are 50 per cent.

HORSESHOES—Orders keep coming in well. We quote as follows : Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25 ; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50 ; toe-weight steel shoes, all forward, $5.50.

SCREWS—There is a good demand for these. Discounts are: Flat head bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—An active trade is noted in all kinds of bolts. Discounts are as follows: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10 ; stove bolts, 70 and 5, and tire bolts, 70 and 5.

RIVETS—About as last reported. Discounts: Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE—Fairly active on the basis of 20c.

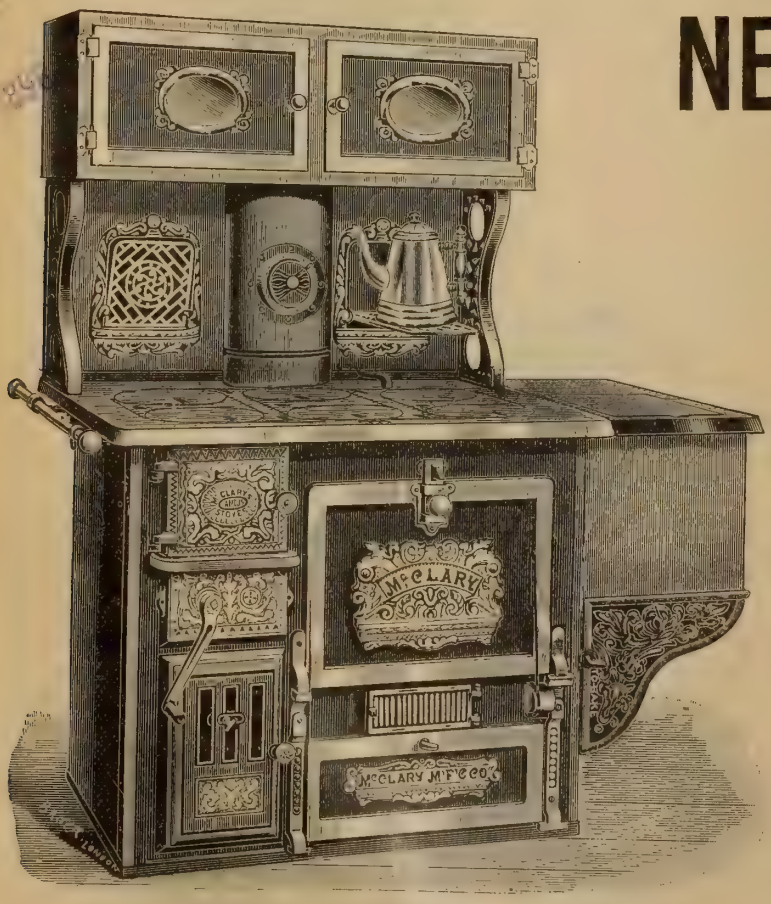
CLOTHES WRINGERS—In active request, several carload lots being moved both east and west this week. We quote $29.

FREEZERS—Remain much the same.

HINGES—These is a good demand for these and prices are steady at $3.50 for 6 to 12 and $2.50 for 14 inch.

GREEN WIRE CLOTH—Shipments are being freely made while prices are steady.

SPADES AND SHOVELS—There is a good enquiry for these, especially in the lower priced sorts. Discounts are 40 and 10 per cent.



NEW STOVES

Heavy (Steel Plate) Range.
For coal or wood.
Four sizes, for family use.
Also a complete line for hotel use.
Their good points in baking, cooking and small use of fuel, have been specially noted by all users.
All wearing parts are **made extra heavy and strong.**
HEAT PASSES UNDER THE RESERVOIR and MAKES THE WATER BOIL.
Handsomely trimmed, making them very attractive to buyers.
Agents should order a sample range now.
If you want your goods quick, order from McClary.

THE McCLARY MFG. CO.

LONDON TORONTO MONTREAL WINNIPEG and VANCOUVER

APOLLO BEST BLOOM GALVANIZED IRON.

Bend it sharp, to see if it breaks, or cracks, or weakens.

Drive nails through it.

Hammer it.

Try it according to what you want it for.

Every sheet guaranteed to bear any test whatever. Return to your jobber at his expense if defective.

Apollo Iron and Steel Company, Pittsburgh, Pa.

Drain Pipes and Connections
Sewer Bottoms (Inverts)
Farm Tiles
Oakum and Gasket
Portland Cements
Contractors' Supplies.

F. HYDE & CO.
31 Wellington street, MONTREAL

Abbott & Co.
FACTORIES
...MONTREAL

CUT NAILS

Clinch and Pressed Nails, Horse Shoes (Steel and Iron), Railway and Pressed Spikes, Mine and Wharf Spikes, Drift Bolts, Washers (Steel and Iron).

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TOOLS—Harvest tools and lawn mowers are being asked for to a noticeable extent.

CHURNS—Quite a lot of these are being included in most of the orders noted this week.

BUILDING PAPER—A fair trade is noted, and vaues are unchanged.

CUTLERY—Without new feature.

CORDAGE—There appears to be no top to this market, another advance of ¼c. being recorded over previous quotations. Prices now are as follows: Sisal, 7-16 and up, 12c.; ⅜, 12½c.; 5-16 and ¼, 13c., and 3-16, 13½c.; manilla, 7-16, 13¼c.; ⅜, 13½c.; 5-16 and ¼, 14½c., and 3-16, 14¾c.

CEMENT—Trade in cement has been fairly active and prices are firm. We quote as follows: English brands, $2.25 to $2.35; German, $2.30 to $2.45, and Belgian, $1.80 to $2 per bbl., ex wharf.

FIREBRICKS—In fair demand and steady, at $16 to $21 per 1,000 as to brand.

METALS.

Heavy iron and metals of all kinds are firm and in good demand, while prices show no actual change. Pig iron rules steady, but the foundrymen appear to have supplied their wants for the time being. Car lots of bar iron have been moving with considerable freedom and values on it are very firmly held. Hoops and bands continue quiet with stocks rather ample. Orders for sheet iron and sheet steel are of small size but quite numerous for the season. Lead pipe presents considerable activity and is firm in tone, and the same can be said of pig lead. Ingot tin and ingot copper are also firm, and jobbers here are supplying sheet copper to some jobbers at other centres who are not so well supplied. Stocks of galvanized iron in this market are now well assorted, and demand is quite active for it and for tin plate. Half polished Canada plate is in good supply, but some jobbers have had dicffiulty in filling orders for full polished, which is very firmly held at $3. Terne plates are quiet and steady, and coil chain, sheet zinc, solder, spelter and antimony are steady. Iron pipe is firmer in tone, and jobbers are now asking more money on several sizes, as will be seen below. Demand for the article has been quite active lately, particularly for all sizes up to 1 inch.

PIG IRON—Firm. We quote: No. 1 Hamilton, $15 to $16; No. 2, $14.50 to $15; Ferrona, $15; Siemens $15, and Summerlee and equal brands, $17, ex wharf, and $18 to $18.50 ex yard.

BAR IRON—Active on the basis of $1.40.

BAND IRON—Continues the same, at $1.75.

Established 1866.

A. C. Leslie & Co.

Iron, Steel, Metals,
Tinplates, Wire,
Railway Supplies, etc.

Board of Trade Building, **MONTREAL**

We are headquarters for everything we handle, and claim all our brands to be FIRST CHOICE.
Inquiries solicited from wholesale buyers.

Sanderson's Tool Steel in stock.

Poultry Netting
— and —
Wire Fencing

all widths, weights and meshes in stock. Selling agents for McMullen's celebrated goods. . . . . .

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

Hoop Iron—Light demand, at $2.

Sheet Iron—We quote as follows: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

Sheet Steel—12 gauge, $2.15 per 100 lb.; 16 gauge, $2.30; 18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

Lead Pipe—Composition waste 7½c., and lead pipe 7c., discounts 25 per cent.

Galvanized Iron—Quite active. We quote: "Queen's Head," $4.15 to $4.25; "Comet," $3.75.

Tinned Iron—Steady.

Pig Lead—Very firmly held at $3.80.

Ingot Tin—Firm, 16½c.

Ingot Copper—Very little doing, 13 to 13½c.

Sheet Copper—Quiet and unchanged; 16½c. for 14-oz., and 15½c. for 16-oz.

Canada Plates—Very firm; 52's, $2.15 to $2.25; 60's, $2.25 to $2.30, and 75's, $2.30 to $2.45. Full polished, $3.

Tin Plate—We quote as follows: Coke, I.C., $2.90 to $3.25; charcoal, I.C., Allaway or Comet brands, $3.50; do, I.X., $4.10 to $4.25; Lincoln, $3.75; P. D. Crown, I.C., $3.95; do. I.X., $4.95; Bradley's, $5.75.

Terne Plate—Steady at $6 to $6.25.

Coil Chain—Fair trade. We quote: ¼-inch, $5; 5-16, $3.50; ⅜, $3.25 7-16, $3.15; ½-inch, $3, and ⅝ up, $2.85.

Sheet Zinc—Quiet, at 5½c.

Solder—Steady, at 11 to 11½c.

Spelter—Unchanged. Vieille Montague $5.25, and American, $5.

Antimony—Casks, 9½c.

Iron Pipe—Firmer. We quote: Black pipe, ¼-inch and ⅜-inch, $1.95; ½-inch, $2.20; ¾-inch, $2.65; 1-inch, $3.65; 1¼-inch, $4.75; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.85; ¾-inch, $4.70; 1-inch, $6.50; 1¼-inch, $9; 1½-inch, $11.50, and 2-inch, $16.

Sanitary Ware—Without new feature.

PAINTS AND OILS.

Paris green has been the most marked feature of the week. For two years back the Canadian market has been overstocked with this item, but holders are now well cleared out and the demand upon makers is consequently active, in fact, it is expected that the season will close with a scarcity. Prices remain as formerly quoted. Turpentine has yielded 1c. during the week, and is now quoted 45c. in single barrels and is rather weak at the decline. Linseed oil, with steady reports from other markets, has remained without change in price and is rather firm owing to a good demand. The call for ready-mixed paints is conspicuously active. While white zinc and general paints continue in good request, though some dealers report a quieter feeling.

White Lead—Best brands, Government standard, $5.62½; No. 1, $5.25; No. 2, $4.87½; No. 3, $4.50.

Dry White Lead—$4.75 in casks; kegs, $5.

Red Lead—Firm; casks, 4½c.; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

White Zinc Paint—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

Putty—We quote: Bulk, $1.65; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

Linseed Oil—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

Turpentine—One to five barrels, 46c.; the same terms as linseed oil.

Paris Green—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c.; 1-lb. tins, 18½c.

Mixed Paints—Steady; $1 to $1.20 per gallon.

Castor Oil—Quiet at 10 to 10½c.

Seal Oil—37½c.

Cod Oil—Supplies light, and prices firm at 40c.

Naval Stores—Resins $2.75 to $4.50, as to brand; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

Hides are quiet and unchanged. We quote: No. 1, 11c.; No. 2, 10c., and No. 3, 9c. Competition from Quebec tanners sent prices up.

PETROLEUM.

There has been an easier feeling in petroleum, and values, both on American and Canadian, are lower. We quote: Canadian Crown Acme, 14c.; refined, 12c. in car lots, and 13c. in smaller quantities; American prime white, 14½c. in small lots; water white, 15c.; Pratt's astral oil, 17c.

MONTREAL NOTES.

Jobbers are asking more money this week for wrought iron pipe.

Some houses have experienced difficulty in filling orders for full polished Canada plate. Only one or two firms have well assorted stocks.

Wire nails in a jobbing way are 10c. lower as a result of competition between makers, and round lots would be shaded.

Arrivals of cement last week were 600 English, and 8,226 Belgian.

There appears to be no top to the cordage market, prices advancing again this week ¼c.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS LIMITED

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

Representative in Canada:

JOHN FORMAN, 650 Craig Street
MONTREAL

We are the Oldest and Largest Manufacturers of

SCREWS and BICYCLE PARTS

in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.

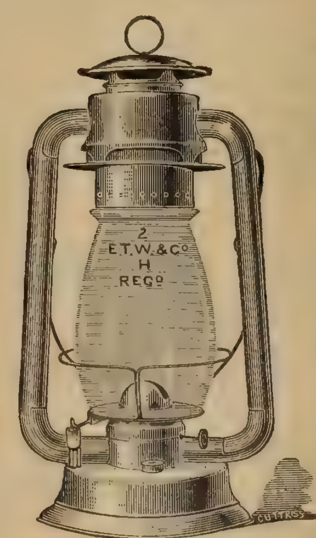
The ...
John Morrow Machine Screw Co.
Ingersoll - Ontario.

"THE DAISY"

Barrel Churn with Roller Bearing Stand is the favorite, and takes the lead everywhere. More sold than all other kinds. Improved vent supplied when required. The old style clumsy, stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.

THE WORTMAN & WARD MFG. CO., LIMITED.
Headquarters, London, Ont. Eastern Branch, 60 McGill St., Montreal, Que.

E. T. WRIGHT & CO.



Manufacturers of . .

Tubular and Cold Blast Lanterns

Bird Cages
Mouse Traps
Flour Sifters

Stamped
Re-tinned
and Japanned
...TINWARE

HAMILTON - CANADA.

ONTARIO MARKETS.

TORONTO, June 17, 1898.

HARDWARE.

THE volume of business is keeping up well, and payments are in a fairly satisfactory condition. As far as prices are concerned, the only material change is in rope, which shows a still further advance. The demand for barbed wire has fallen off, but for oiled and annealed wire it is still being maintained. A good business is being done in wire nails, and a fair trade in cut nails. Clothes wringers and churns are going out well. Spades and shovels and harvest tools are in good demand. The season's trade is beginning to open up in enameled ware.

BARB WIRE—Trade has fallen off considerably during the past week, although a fair number of orders are still going out. Shipments are now altogether from local stocks, as far as can be learned. We quote: $1.80 f.o.b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—The demand is still good, although some jobbers say it is scarcely as brisk as it was. Galvanized wire is quiet. Discounts are: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days; bright wire, 65 per cent.

WIRE NAILS—Trade is keeping up well, but prices are still unsatisfactory. The ruling figure is $1.85, Toronto.

CUT NAILS—Trade is fair, with the demand principally for the small sizes. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS — Trade is quiet. Discount unchanged at 50 per cent.

HORSESHOES—There is not much doing. We quote: Montreal, $3.25; Toronto, and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS—Trade keeps good. Discounts are: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Trade continues good. Discounts are as follows: Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS—The discount on copper rivets has again been reduced, it now being fixed at 50 per cent. We quote: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50 per cent.; bifurcated, with box, $1.25.

ROPE—Still another advance is to be reported, the base price of sisal being 11⅞c. and on manilla 13⅛c. per lb. We quote: Sisal, 7-16 in. and larger 11⅞c.; ⅜ in., 12⅜c.; ¼ and 5-16 in., 12⅞c.; Manilla, 7-16 in. and larger, 13⅛c.; ⅜ in., 13⅝c.; ¼ and 5-16 in., 14⅛c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c; lath yarn, 10¼c.

CHURNS—A nice business is being done, although the quantities wanted are not large. We quote discounts 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS—The improvement noted last week has been maintained. We quote as follows: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING — Business is moderate. We quote leather belting: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES — The demand continues good for barn door and heavy "T" and strap. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lb., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH — Is still going out nicely. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING — Much the same remarks apply to this as to green wire cloth.

SPADES AND SHOVELS—The demand is keeping up well, especially for the cheaper grades. Discount, 40 and 10 to 45 and 2½ per cent.

HARVEST TOOLS—Orders are much more satisfactory than they were a week ago.

GARDEN HOSE — Trade keeps good. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

HAVE YOU SEEN OUR NEW CATALOGUE ?

It will give you some idea of the many different patterns, shapes, and sizes we make in

Metallic Cornices
Metallic Sky Lights
and Sheet Metal Fronts

These goods give popular satisfaction for use on old or new buildings.
They're Handsome, Durable and Economical.
We make any shape, pattern or size desired by the trade.
Write for our catalogue—it will interest you.

The Metallic Roofing Co., Limited

1179 King Street West, TORONTO.

BUILDING PAPER — Shipments during the week have only been small. We quote as follows: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lb.; "Cyclone," 40c. for plain and 45c. for tarred.

WARE — The seasonable demand for enamel preserving kettles is beginning to set in, and in other lines of enamel ware a fair trade is being done. For tinware the demand is just moderate.

CEMENT—Business continues active, with prices unchanged. We quote in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

Sheet zinc and zinc spelter are ¼c. higher. Galvanized pipe is lower. Ingot tin is slightly dearer. Otherwise the market is much as before.

PIG IRON—Nothing special to note. We quote: United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55. Hamilton iron, No. 1, in 100-ton lots, is quoted at $14, on track Toronto.

BAR IRON—There is very little doing. We quote base price $1.45 to $1.55 from stock, and $1.35 to $1.45 from factory.

HOOP AND BAND IRON — The improvement noted last week has been maintained, quite a number of shipments having been made in both kinds. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL—Trade has improved a little during the week, but more so in the No. 2 quality. We quote: 12 gauge, $2.25 per 100 lb.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—An improvement is also to be noted in the demand for black iron. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lb.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—It can hardly be said that the shipments are as heavy as they were a week ago, although business is still fairly satisfactory. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD—Business has been rather slow. We quote 4 to 4¼c. per lb.

INGOT COPPER—There have been a few fair shipments, but, in general, trade has been slow. We quote 12½ to 13c. per lb.

INGOT TIN — A nice business has been done during the week, although no large sales are reported. Prices are higher at 17 to 17½c. per lb.

SHEATHING COPPER, ETC. — Business is still inclined to be small. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

MILK CAN TRIMMINGS—Some difficulty is being experienced in getting supplies. Discount, 25, 10 and 7½ per cent.

LEAD PIPE—Quiet and unchanged at discount of 25 per cent.

IRON PIPE — Orders are still coming in nicely. The price of galvanized pipe is lower. We quote as follows: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30. Galvanized, ½ inch, $3.50 to $3.80; ¾ inch, $4.20 to $4.60; 1 inch, $5.85 to $6.20; 1¼ inch, $8.05 to $8.25; 1½ inch, $11 to $11.25.

RANGE BOILERS—Jobbers are still stocking up and trade keeps fairly good. We quote as follows: Galvanized, 30 gals., $5.25 to $5 50; 35 gal., $6.25 to $6.50; 40 gal., $7.25 to $7.50; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Most of the import orders have been booked, although a few are still being received. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—Stocks are in little better shape. There is a fair demand for charcoals, and a good many cokes are moving. We quote: Cokes, $3 to $3.10 for 14 x 20; do. squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—Still going out freely at firm prices. We quote: 5½c. in case lots for 22 to 24 gauge, and 2¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

ONTARIO LEAD AND WIRE CO'Y, Limited

TORONTO.

Manufacturers of . .

"Somerville's" Absolutely Pure and Decorators' Extra

WHITE LEAD

also

"Ontario" Pure, Nos. 1, 2, 3 and 4.

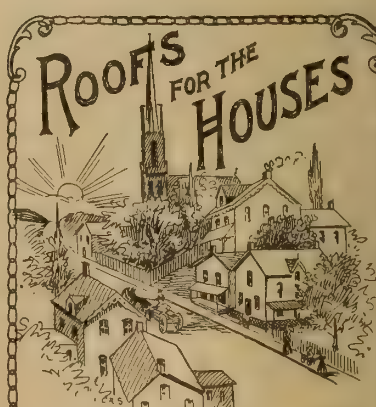
Wire Nails . .
Barb Wire and Staples
Ross Braid
Ribbon Fencing
Shot, Lead Pipe, and Traps

Importers and dealers in

PLUMBING AND STEAM FITTERS' SUPPLIES

Factory—55, 57 and 59 Richmond St. East.
Office—54 and 56 Lombard Street.
Telephones—763 and 1092.

WRITE FOR OUR PRICES



32 Years ago

we started the manufacture of sheet metal building materials, and this long experience enables us to offer intending builders all that is desirable in Steel Roofing, Steel Sidings, Steel Ceilings, etc.

We give You

the benefit of our long experience—any of our big catalogues—and up-to-date information on these goods on receipt of a post card.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

TERNE PLATES —A slight improvement is to be noted in the demand, and prices are steady. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN— Trade is still quiet. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC— Trade is fair, and prices higher at 5¾c. for cask lots, and 6c. for small quantities.

SOLDER—Business continues fair. We quote: Standard, 11½c. per lb. for quantities, and 12c. for small lots; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY — Business is a little better although shipments are small. We quote: Cookson's, cask lots, 10½c.; smaller quantities, 11c.; other makes, 8½ to 9c.

ZINC SPELTER—Business is a little better, with prices higher, at 5c. for ton lots, and 5¼c. for small quantities.

PAINTS AND OILS.

A good business continues to be done in white lead, dry colors, varnishes and general painters' sundries. The lake and river boats are now on their respective routes, and there has been a very fair shipment by these channels. As anticipated in HARDWARE AND METAL last week, there has been no change in either linseed oil or turpentine since the last issue, and the general market can be briefly described as active without material deviation in quotations. One feature of the varnish and color trade, which is decidedly encouraging, is the exceptionally good manner in which payments are coming forward. A large number of buyers seem now to be taking advantage of the cash discounts. Castor oil, seal oil and Paris green are moving fairly well, with prices firm and unchanged. We quote:

WHITE LEAD—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½; No. 4, $4.25; dry white lead in casks, $5.10.

RED LEAD—Genuine, in casks of 560 lbs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

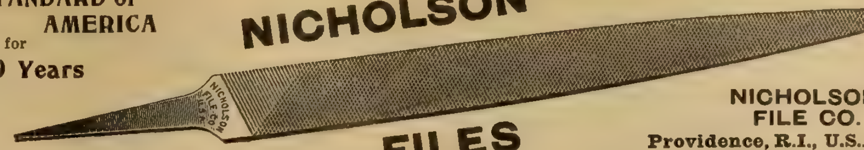
WHITE ZINC—Genuine, French V.M., in casks, $5.37½ to $5.50; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c

GUM SHELLAC—In cases, 22c.

STANDARD of AMERICA for 30 Years



NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: 'Glass,' St. Helens. Telephone No. 68 St. Helens.

PLASTER PARIS — Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 16½c.; 50 and 100-lb. drums, 17c.; 1-lb. packages, 18c.; 1-lb. tins, 18½c.; cases, ½-lb. boxes, 19½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL — In cases, 9½c. per lb. and 10½c. for single tins.

LINSEED OIL — Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 50c.; boiled, 1 to 4 barrels, 53c. Prices in Toronto, Hamilton, London, are 1c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 45c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 1c. less than the above. Terms, net 30 days.

GLASS.

The movement from stock is quiet, orders being small, though fairly large. Import orders continue to arrive, but very slowly. Glass works in Belgium are working day and night, yet have difficulty in keeping up to their orders. This is taken as evidence of a general improvement in building. Certainly Canada is experiencing an improvement in glass trade, and, added to this, importers have ordered larger stocks than usual in anticipation of the cessation of the rebate in duty next August. We quote: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Business continues active in all lines. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

COAL.

Business is quiet, with prices unchanged. We quote anthracite at Buffalo and bridges as follows: Egg, nut and stove, $4.25; grate, $4 per ton.

HIDES, SKINS AND WOOL.

HIDES — The feeling is firm, with a good demand from tanners. Prices unaltered. We quote: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9 to 9½c.

CALFSKINS—The demand is poor, prices being considered too high. We quote: No. 1 veal, 8 lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Nominal. The season is over. Lambskins, however, are quoted at 30c., and shearlings, at 20c.

WOOL—The situation is unchanged as to price, but the feeling is rather depressing and the dealers are hesitating, as they claim there is no profit on the figures now quoted. Unwashed is selling at 10 to 11c. and fleece at 16c.

PETROLEUM.

Business is quiet. We quote at Toronto, as follows: Canadian, 13½c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c., in bulk.

MARKET NOTES.

Zinc spelter and sheet zinc are ¼c. per lb. dearer.

Rope is higher, the base price of sisal being 11⅞c., and of manilla 13⅛c. per lb.

The discount on copper rivets has been reduced to 50 per cent.

The Ontario Lead and Wire Co., Limited, this week secured another carload of enamel baths.

The James Robertson Co., Limited, Toronto, received some large shipments of range boilers this week.

Ingot tin is dearer at 17 to 17½c. per lb.

MANITOBA MARKETS.

WINNIPEG, June 14, 1898.

WINNIPEG wholesale houses are suffering from a barbed wire famine just at present. The demand has been unusually large, and though the stocks carried were heavy the supply in the city is exhausted. The United States mills have already more orders ahead than they are able to fill, owing to the fact that their home demand has been heavier than for many years. A further supply is looked for here in the course of a few days, but will not be large enough to satisfy more than a third of the orders now on the books of dealers.

Rope is still climbing higher, a further advance of a $1 per hundred being quoted, and the present anticipation is that there will be a still further advance before the week is out.

A good business is being done in refrigerators, ice cream freezers, and blue and white flame oil stoves.

Farm tools and garden tools are also selling well, and the demand for building hardware is good and steady.

With the exception of rope, there is no change in prices to record. All houses report a good business.

Price list for the week is given below :

Barb wire, 100 lbs		$2 40
Plain twist wire and staples		2 90
Oiled annealed wire	10	2 80
"	11	2 90
"	12	3 00
"	13	3 15
"	14	3 30
"	15	3 65
Green wire cloth, per 100 feet		1 40
Poultry wire, per 100 feet		55
Wire nails, 30 to 60 dy, keg		2 65
" 16 and 20		2 70
" 10		2 75
" 8		2 80
6		2 95
" 4		3 05
" 3		3 30
Cut nails, 50 and 60 dy		2 35
" 20 to 40		2 40
" 10 to 16		2 45
" 8		2 50
" 6		2 55
" 4		2 80
" 3		3 05
" 3 fine		3 35
Horse nails, 45 per cent. discount.		
Horse shoes, iron, light, medium and heavy, keg		4 00
Snow shoes		4 25
Steel, light		4 25
" extra light		5 75
Bar and band iron, $2.05 basis.		
Swedish iron, $5 basis.		
Tool steel, Black Diamond, 100 lbs		8 00
Jessop		12 50
Sheet iron, black, 8 to 24 gauge, 100 lbs		3 50
26 gauge		3 75
28 gauge		4 00
Galvanized American, 16 to 24 gauge		4 00
26 gauge		4 25
28 gauge		4 50
Genuine Russian, lb		12
Imitation " "		8
Tinned, 24 gauge, 100 lbs		7 25
26 gauge		7 50
28 gauge		8 50
Tin plate, IC charcoal, 20 x 28, box		8 50
" IX "		10 50
" IXX "		12 50
Canada plate, 18 x 21 and 18 x 24		3 25
Sheet zinc, cask lots, 100 lbs		6 00
Broken lots		6 50
Pig lead, 100 lbs		4 25
Wrought pipe, black, ¼ inch		2 50
" ⅜ inch		2 75
" ½ inch		3 00
" ¾ inch		4 00
" 1 inch		5 00
" 1¼ inch		7 00
" 1½ inch		8 50
" 2 inch		11 50
" Over 2 inch		65 p.c.
Rope, sisal, 7-16 and larger		12 00
" ⅜		11 75
" ¼ and 5-16		12 25
Manilla, 7-16 and larger		13 50
" ⅜		13 00
" ¼ and 5-16		14 50
Cotton, all sizes, lb		15
Axes, per box	$5.50	to 8 00
Screws, flat head, iron		85 p.c.
Round " "		77½ p.c.
Flat " brass		80 p.c.
Round " "		72½ p.c.
Bolts, carriage		60 p.c.
Machine		60 p.c.
Tire		55 p.c.
Sleigh shoe		65 p.c.
Rivets, iron		50 p.c.
Copper, No. 8, lb		25c.
Spades and shovels		40 p.c
Harvest tools	60 to 60-10	p.c.
Axe handles, turned, s. g. hickory, doz.		$2 50
No. 1		1 50
No. 2		1 25
Octagon extra		1 65
No. 1		1 25
Linseed oil, raw, per gal		57
" boiled "		60
Ammunition, cartridges, Dominion R.F.		50 p.c.
Dominion, C.F., pistol		25 p.c.
" military		15 p.c.
American R.F.		35 p.c.
C.F. pistol		5 p.c.
C.F. military		Net
Loaded shells, Robin Hood, M		$18 00
Eley's 12 gauge, M		16 00
American, M		16 20
Shot, Robin Hood		10 00
Ordinary, per 100 lbs		6 25
Chilled		6 75
Powder, F.F., keg		4 75
F.F.G.		5 00
Tinware, pressed	70 and 30	p.c.
Granite ware, according to quality.	50 to 60	p.c.

NEW INVENTIONS.

Marion & Marion, of Montreal, report that the following Canadian inventors have been granted patents in the United States : Nos 605,382, Francis A. Brennan, Brockville, motor ; 605,221, Theophilis David, Corunna, grappling hook ; 605,181, William F. Glidden, Ingersoll, bicycle wheel belt; 605,435, James Jamieson, Hamilton, sheet-metal vehicle wheel tire ; 605,298, William H. Perrin, Smith's Falls, sulky plow ; 605,189, Henry Schaake, New Westminster, B.C., can ending or heading machine ; 605,365, Albert S. Weaver, Hamilton, bicycle.

PERSONAL MENTION.

Mr. A. E. Kemp, Toronto, spent a few days in Montreal last week studying the harbor situation on behalf of the Toronto Board of Trade. He says he is convinced that there is much truth in what Hon. Mr. Tarte says, that the money should be spent in the east end, and not in the present basin, which is controlled by a few firms.

Mr. Fred Somerville, of the Ontario Lead and Wire Co., Limited, Toronto, leaves in a few days for a two months' trip to Europe.

REPRESENTATIVE WANTED.

ATKINSON BROS., LIMITED, MANUFACTURers Cutlery, Sterling Silver, and Silver Plated goods, are open to appoint an agent for the whole of Canada. Address, Milton Works, Sheffield, England. (27)

SITUATION WANTED.

POSITION BY GOOD PRACTICAL MAN, PUSHing and steady. Box B, HARDWARE AND METAL. (25)

BUSINESS CHANCE.

A GENTLEMAN CAPABLE OF BUILDING AND putting in operation a modern plant for the manufacture of wire cloth, such as is used on screen doors and windows, desires to correspond with responsible firm that wishes to add such a plant to their business to be operated in Canada. Address, E. E. R., care this journal. (24)

PARTNER WANTED.

WANTED—A HARDWARE MAN—ACTIVE—with $5,000 capital, to take a partnership in general business now doing a trade of over $60,000 a year, in good circumstances, in a thriving country village and a good farming locality. Apply to Howard Ferguson, Kemptville, Ont. (24)

R. C. LeVESCONTE

Barrister, Solicitor, Notary, Etc.

THE McKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

Portland Cements

Best German, English and Belgian Brands

Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.

Largest Stocks. Lowest Prices.
Send for Quotations.

W. McNALLY & CO.
MONTREAL.

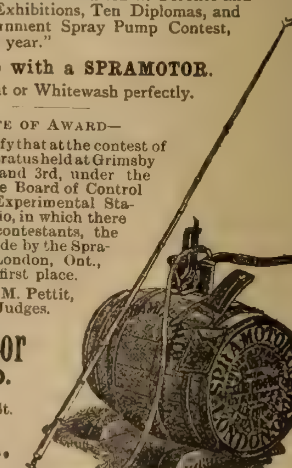
"Painting with a Pump"

EXCLUSIVE AGENCY given to the right people in unoccupied territory.

AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."

You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.

CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.



Spramotor CO.
357 . . Richmond St.
London, ONT.

Send for Catalogue and Price List.

EXCELSIOR

Potato Bug Killer

SANDERSON PEARCY & CO.

TORONTO

A MEETING OF CREDIT MEN.

IN view of the approaching convention of the National Association of Credit Men, to be held in Detroit, June 22, 23 and and 24, a statement of what this organization has accomplished to date in way of business reform is in order. To present a list of its committees and to arrange therewith a circumstantial record of the work of each would be a far easier task than to present in a few sentences a conception of the wide influence for good which the organization is exerting. What the committees have done and are doing is only the means to the end. The history of their work would be in many respects only dry statistics, while that with which the business public is concerned is the net result accomplished, instead of the detail of endeavor.

The association closes the second year of its existence with so many of its objects achieved and so much of real business reform in visible progress that not only is there demonstrated to be most excellent reasons for its existence, but there is also shown that it has a valid right to the approval and financial support of the business community. There is not a wholesale house, nor manufacturing establishment in the whole country that is extending credit to its customers that has not been materially benefited by the work of this organization to date. The mere influence flowing from its efforts in many fields has had a far-reaching effect, and to-day credits in all lines of trade are far safer than they ever have been in the past by reason of the existence of the association.

Among the specific results accomplished by the National Association of Credit Men we direct attention to the following : Credit department methods have been rendered more uniform, among the different branches of trade and among different houses in the same trades. Standard blanks for all the more prominent uses have been adopted, and in various respects the granting of credits has been reduced to a scientific process. Credit managers have everywhere been afforded both a theoretical and practical education by the efforts of the organization, exerted through books and pamphlets, which have been widely dislributed by articles in the trade and financial press, by discussions conducted by the various local organizations, and last, but not least, through the frank conferences of one credit man with another as often as questions come up. Before the organization brought the credit men of competing houses into pleasant and confidential relations, they were prone to regard each other as enemies or, at least, rivals, and, therefore, they always held aloof. That the barriers separating men of common calling having been broken down, is an important result in itself. But it is only one of many.

Comparatively few of those who are overtaken by business adversity are dishonest. A large number fail unintentionally, and yet from preventible causes. Among these causes may be mentioned lack of commercial knowledge, poor administration, laxity in enforcing collections, inadequate accounting, neglect to take advantage of cash discounts, and mistaken notions of business principles. While with one hand the National Association of Credit Men is prosecuting the dishonest debtor, relentlessly and according to his just deserts, it is, with the other widely disseminating a wealth of wholesome and instructive business literature, inculcating correct business doctrine, and instructing in the best up-to-date commercial methods. In this department of its work it has invoked and secured the aid of nearly the whole trade and financial press of the land, and thereby has exerted an influence for better business methods too large to be measured.

Again, in those States wherein the laws relating to commercial affairs are inadequate or unjust, the National Association of Credit Men has been at work introducing and supporting new bills, working for repeals of obnoxious laws, and advocating amendments to existing laws that are of obvious advantage to the business community. In this effort it ever seeks to put upon the Statute Book of each State in the Union, or to retain thereon, if already enacted, only those laws which are absolutely impartial in their operation and which treat debtor and creditor with equal fairness.

Every business man who extends credit —and who is there that can avoid doing so? —must perforce depend more or less upon the mercantile agencies for information concerning his customers. Before the National Association of Credit Men was formed, the subscribers to the agencies were in no position to urge or enforce their reasonable demands for improvement in the service. They were merely individual patrons of the agencies, and had no means of combining together to secure the satisfactory performance of contract or the institution of such reforms as seemed to them to be absolutely essential. Now, all this is changed. The National Association of Credit Men includes in its membership a very large fraction of all the patrons of the agencies, and through their organization they speak concerning the character of service and improvements required as one man. To the credit of the agencies, be it said, they are attentively listening, and apparently they are adjusting the machinery of their organizations to the new requirements as rapidly as circumstances will permit. The result of the work of the National Association of Credit Men in this direction alone has already proven exceedingly valuable, but the ultimate reform is not yet. Even more than has been accomplished to date is at present in sight.

Still other departments of activity in which the National Association of Credit Men is engaged might be cited, for this account is by no means exhaustive, but quite enough has been presented to indicate to a discriminating business public the claims that the organization has to cordial co-operation with its efforts, and substantial support in a financial way. The organization stands for business reform and progress in the best and broadest meaning of the terms. It will eventually return its cost a hundred times over.

The work might well be taken up by business men in Canada by the organization of a similar association.

MACHINERY AND MECHANICAL DEPARTMENT.

MOTOR-CAR MACHINERY.*

MOTOR-CAR machinery may be taken to cover all the mechanical appliances on a motor-car, and the purpose of this paper is to promote a general discussion upon motor-car machinery ; but, in the short time available to the opener, there will be more than sufficient subject matter if the paper is confined to the propelling machinery of motor-cars.

It was pointed out at our last meeting that past inventions should not be ignored by the modern motor-car designer. The most successful of past inventions is the horse, and there is, perhaps, a danger of ignoring the peculiar features and excellences of its propelling machinery, which make the horse so difficult a motor to supersede. The horse can, without any change of gear, alter its pulling force to anything from zero up to 700 lb. or 800 lb. ; there is no immediate trouble in getting rid of the products of combustion ; all the machinery and bearings are most efficiently encased and protected against dust ; and vibration does not cause it to leak at the joints. If, instead of ignoring these good points, the constructor carefully studies them, they may all be realized and embodied in the tireless motors that it is our business and desire to improve.

An engineer, starting out to design the propelling machinery of a car, has first to select the form of potential energy of propulsion that he can best employ. It may not be necessary to point out that the best form of potential energy for a particular service will depend upon the conditions. For example, if oil is obtainable in a particular district, and electricity is not to be had without putting down special plant for its generation, he would probably decide upon oil if satisfied as to the efficient working of the means available for its utilization.

The forms of potential energy at present available are practically limited to fuels—solid, liquid, and gaseous—compressed air, and electric storage batteries. A few words on each may not be out of place ; and first as to fuels.

The energy that is locked up in fuels is got out and made evident by burning it, but the burning may be conducted in a variety of ways. Solid fuel may be consumed, as on an ordinary grate, or it may be pulverized, and then delivered automatically by a mechanical device, along with a regulated air supply, and then burnt in the combustion chamber ; or its active chemical parts may be previously converted into a gas before it is burnt. Solid fuel was the source of power in nearly all the "past" inventions, and it may still satisfy some people if they do not mind occasional smoke, sulphurous fumes, clinkers, and more or less irregular firing. The title "liquid fuel" covers all combustible oils and spirits, but commercial considerations practically limit it to the lighter mineral oils or volatile essences, ordinary lamp oil of domestic use, and the heavy residues from the refinery. These three severally require different treatment for their complete combustion. The heavy residue is the cheapest form, and may do for some of the heavier types of car, but it is not likely to come up to the standard of cleanliness and silence in operation that is required in a pleasure car.

Therefore, the choice of fuel for lighter traffic practically rests between volatile mineral spirits and ordinary domestic lamp oil. The former burns readily either inside or outside of an engine, as practically the whole of it is volatilized at a temperature of only 60 deg. Fah. The ordinary lamp oil is more complex in its combustion. If a little of it is boiled and ignited in a water-jacketed saucepan, it would burn for a time and then go out.

*Excerpt of a paper read on March 21, by Mr. F. Clarkson, A.M.I.C.E., before the Authomobile Club, London.

A FIELD FOR ALL-AROUND MACHINISTS.

In most cases a machinist is classed as a "good" workman, who can do a good job and do it quickly. This is supposing, of course, that he is industrious and reliable, as a man must be to amount to anything anywhere. At present nearly everything and everybody is specialized, and the better specialist a man is, the more he is worth. There is such a thing, however, as carrying the specializing idea to too fine a point in the machinist's trade.

It is certainly a mistake to specialize to the extent of becoming a first-class lathe or planer hand and nothing more. It is also a mistake to try to be proficient at anything from lapping out ring gauges to boring 60-inch steam engine cylinders. It is quite possible, however, to become at least a good all-around man in any distinct department, such as heavy machine work or the manufacture of duplicate parts, and it seems reasonable to suppose that the best machinist will be the one who, within reasonable limits, has the best all-around ability.

This is a point that young mechanics ought to remember. An apprentice may start in to learn the trade and perform faithfully the work that is set before him, becoming proficient enough in turning out accurate work at the end of his time to be classed as a good journeyman. But if he has done this and this only, he will have no more than touched the edge of what is rightly the machinist's trade. The machinist's trade includes everything that pertains to the actual construction of machinery in the shop. To become a good machinist one must look not so much that he becomes a good specialist, as that he becomes a good all-around man.

Take the question of milling. It is safe to say that the average machinist will not learn what he ought to know about it, either during his apprenticeship or afterwards, unless he makes an effort to find out about some things that do not come directly in his own path. Those who are lamenting because they have no opportunity to study will find plenty of chances to gain valuable information in a machine shop without going to school. Under the head of milling comes properly the study of the best methods of producing a vast number of duplicate parts ; this class of work includes the use of the universal miller in tool making ; it includes, also, the whole subject of gearing—the sizing of gear blanks for spur gears, the cutting of bevel and spiral gears and the hobbing of worm wheels. Here is chance enough for study, and while all these branches will seldom come within the experience of any one machinist, every machinist who pretends to do anything at all with the milling machine ought to make an effort to find out something about them. It is a question, moreover, whether he has really learned the machinist's trade until he has done this, and he certainly will not be in the way of earning as much money as he is capable of earning until he does it.—Machinery.

MACHINERY NOTES.

J. M. Wilson, of Owen Sound, Ont., is making a bicycle for J. Graham, a local high wire performer, which is to be used for riding on the wire. It is similar in construction to the ordinary wheel, with the exception of the rims. Instead of an inflated tire, the rims have flanges on either side, making a groove two inches deep and wide enough to run freely on the rope. This groove is lined with rubber to prevent slipping on the wire. A weight, attached to the frame of the wheel and suspended under the rope, preserves the balance and keeps the bicycle in a perpendicular position.

A balance wheel, weighing twelve tons, in the D. F. Jones Manufacturing Co.'s works, at Gananoque, Ont., recently broke into several pieces, knocking down, among other things, an oil tank, and setting fire to the premises, and destroying the roller shop. This was the first roller shovel shop opened in Canada, the shovels being rolled out of a solid square bar of steel. The building, which was of stone, was insured. The

Fishing Tackle.

TRADE MARK

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. **Established 1800.**

The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.
Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

James Warnock & Co.

. . . GALT, ONT.

Manufacturers of

AXES, EDGE TOOLS SPRINGS AND GEARS

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper . .

WIRE

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

Henderson & Potts

Nova Scotia Paint and Varnish Works.

. . . Manufacturers of

Lead, Zinc and Colored Paints, Varnishes, Japan Coach Colors, Ready Mixed House and Floor Paints, Wood Stains, Japanese Enamels, Bicycle Enamels, Marbleine Wall Tints, Putty, etc.

SOLE AGENTS FOR THE DOMINION FOR

BRANDRAM'S CELEBRATED WHITE LEAD

HALIFAX and 747 Craig Street, MONTREAL.

machinery was not much injured, but, as the building has to be re-covered and refitted, it will likely be another month before work is resumed, which is unfortunate, as the works are crowded with orders.

The inventor of the tubular motor for steamships, Hon. C. A. Parsons, has had his patent extended for five years, on the ground that he has not received adequate remuneration for his invention.

The business of E. G. Shepherd, machinist, Ottawa, has grown so that he has erected a three-storey brick building at 266 and 268 Sparks street. He will now have 10,000 feet of floor space devoted entirely to the manufacture of machinery.

N. W. Webster, general merchant, Lansdowne, Ont., has left for a trip to the Northwest on account of poor health. Two former clerks, T. D. Warren and J. R. Smith have charge of the business.

A THREE-PISTON-ROD ENGINE.

W. H. Banfield, 94 Adelaide street east, Toronto, has built for the House-Tingey Rsciprocating Engine Company, of Gravenhurst, an engine of construction new to the mechanical world. Instead of having one piston, with the steam working between it and the head of the cylinder, it has three pistons in its cylinder, the steam working directly on them, thus wasting no energy on the cylinder heads. The steam in entering the cylinder acts with a spreading motion, forcing up two of the pistons, and driving the third downward. The three piston rods are connected with the same shaft, thus rendering a dead centre almost impossible. The fact of the steam working only on the pistons and wasting no energy on matter which does not reciprocate gives the engine double strength, while the action of the steam in two directions prevents all vibratory motion. Its power was aptly illustrated from the fact that, although supplied with steam by a three-horse power boiler, the engine, possessing sixteen horse-power, ran at full speed, 150 revolutions per minute. The engine is very compact, and as it does not vibrate, should be specially useful for marine work.

U. S. MACHINERY EXPORTS.

Machinery manufacturers, who are catering to export trade, are satisfied with the progress their efforts are making in the European field. Inquiries are being received from England, Germany and Holland, and in the majority of cases these inquiries are said to be for material, which is needed early in August. From Italy, actual business has been transacted this week, but only in a moderate way. Parties, who have recently canvassed that market, speak encouragingly for further developments, not only in labor saving tools, but in engines and boilers, for which considerable estimating is at present going on. In the electrical line, Italy is also beginning to show encouraging probabilities, and some direct business will shortly be reported of considerable importance.—N. Y. Journal of Commerce.

THE POWER OF CONCENTRATED ENERGY.

CARLYLE says: "The weakest living creature, by concentrating his powers on a single object, can accomplish something; whereas the strongest, by dispersing his over many, may fail to accomplish anything. The drop, by continually falling, bores its passage through the hardest rock. The hasty torrent rushes over it with hideous uproar, and leaves nothing behind."

"When I was young I used to think it was thunder that killed men," said a shrewd preacher; "but as I grew older I found it was lightning. So I resolved to thunder less and lighten more."

This is the age of concentration or specialization of energy. The problem of the day is to get ten horse-power out of an engine that shall occupy the space of a one horse-power engine and no more. The solution of that problem will solve in its turn the lesser problem of flying. Just so society demands a ten man-power out of one individual. It crowns the man who knows one thing supremely, and can do it better than anybody else, even if it only be the art of raising turnips. If he raises the best turnips by reason of concentrating all his energy to that end, he is a benefactor to the race, and is recognized as such.

"Lord, help me to take fewer things into my hands, and to do them well," is a prayer recommended by Paxton Hood to an overworked man.

If a salamander be cut in two, the front part will run forward and the other backward. Such is the progress of him who divides his purpose. Success is jealous of scattered energies.

No one can pursue a worthy object steadily and persistently with all the powers of his mind, and yet make his life a failure. You can't throw a tallow candle through the side of a tent, but you can shoot it through an oak board. Melt a charge of shot into a bullet, and it can be fired through the bodies of four men. Focus the rays of the sun in winter, and you can kindle a fire with ease.

The giants of the race have been men of concentration, who have struck sledge-hammer blows in one place until they have accomplished their purpose. The successful men of to-day are men of one overmastering idea, one unwavering aim, men of single and intense purpose. "Scatteration" is the curse of American business life. Too many are like Douglas Jerrold's friend, who could converse in twenty-four languages, but had no ideas to express in any one of them.

One of the hardest tasks for a boy or girl is to concentrate the whole attention upon the lessons of the morrow; for the student in college to prepare for the next recitation without running to the ball field, or allowing his gaze to wander around the room, or doing anything else in order to cheat himself out of what he ought to do. In study, as in business, we must not only strike the iron while it is hot, but strike it until it is made hot.

William A. Mowry tells a story of one of the foremost of American scholars, who found himself spending two hours a day in preparing his Latin lesson. He determined to get that lesson in an hour and fifty minutes, and succeeded. When he afterwards sat down to learn his Latin, he bent every energy to accomplish it in the shortest possible time. He found by daily trials that he could learn it in an hour and forty-five minutes, and that the time required was diminishing. Concentrating all his powers upon the task, day by day, he soon found himself studying only an hour and a half upon it, then 5, 10, 15 and even 30 minutes less. Encouraged, he redoubled his efforts, and within a few months the lessons could be learned in less than half an hour, a thing absolutely impossible with his habits of study when he entered the school. But he had done something more than to learn a Latin lesson in a shorter time. He had learned something of the value of concentration. The acquisition of such power is of more value than the acquisition of knowledge.—Pushing to the Front.

Star Brand

COTTON CLOTHES LINES

All lengths, both in Twisted and Braided . . . . . .

3 and 4-PLY COTTON TWINE.

Lamp and Candle WICK.

Sold by all Wholesale Dealers.

VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING
and all kinds of
Iron, Wire and Brass Work
Address—
Toronto Fence and Ornamental Iron Works
(Joseph Lea, manager
ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.
Manufacturers of
Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.
PARIS ELECTRO PLATING CO., Paris, Ont.
Quotations gladly given.

PATENTS PROMPTLY SECURED
Write today for a free copy of our interesting books "Inventors Help" and "How you are swindled." We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo. for free advice. MARION & MARION, Experts, New York Life Building, Montreal, and Atlantic Building, Washington, D. C.

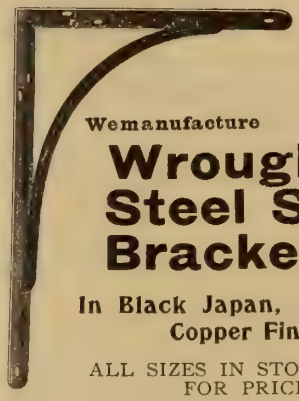
The Portland Rolling Mills Co., Limited
Manufacturers of
Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
"Diamond" Brand Horse Shoes
ST. JOHN, N.B.

TRADE MARK J REGISTERED.
"JARDINE" TIRE UPSETTERS WILL UPSET TIRES
Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.
IT PAYS TO SELL THE BEST TOOLS
A. B. JARDINE & CO.
HESPELER, ONT.

Wheelbarrows.. ALL KINDS.

Send post card and get copy of New Catalogue.
Cleland Bros. & Co.
MEAFORD, ONT.
Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL

"Build to-day then, strong and sure, With a firm and ample base." —Longfellow.
DO YOU?
WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors



We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.

Knowles, Ham & Nott Co. Limited.
BRANTFORD

The Brantford.

Manufacturers of
Refrigerators, Screen Doors, Screen Windows, etc. Household Refrigerators in four lines, Grocers' Refrigerators in three lines, Screen Doors four lines Screen Windows four lines. All in various sizes. Our aim is to make first-class goods at the right prices, and deal fairly with all having dealings with us. Send for prices and Catalogue.

HARDWARE DEALERS' MAGAZINE
Largest Circulation in its field in the World
One Dollar a Year. ⚜ D. T. MALLETT, Publisher 271 Broadway, New York ⚜ Specimen Copy upon Request

It Leads Them All.
Where accurate weighing is required use
Gurney Standard Scales.
FULL LINE OF
WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES, COUNTER SCALES
WAGON SCALES
TRACK SCALES
THE GURNEY SCALE CO., - Hamilton, Ont.
WALTER GROSE, 30 St. Dizier St., Montreal, Que.
Agent for Montreal and Eastern Provinces.

THE WINDMILL WILL COME AGAIN.

By E. M. Schrock.

THE problem of harnessing the wind has engaged the minds of men for several centuries, and the success achieved is recorded in the history of every country, in fact, almost the very existence of Holland is due to windmills. There, large areas of country were reclaimed from the ocean, and valuable services to various branches of industry were rendered by the use of the windmill.

Of course, ways and means of doing work change from time to time in the onward march of successive generations, but, for one to say that the picturesque windmill is only a reminder of milling in the past, is by no means true. Mankind has been busying itself during late years in developing, or attempting to develop, power from the hidden forces of nature by all kinds of means and combinations, and, to a great extent, abandoning the common forces of nature. This is excusable on the ground that heretofore these forces could be utilized only at the location where they were found, which in many cases was prohibitive of their use.

The discovery of the modern electrical machinery has solved the problem of power transmission, and remote water-powers are now being successfully utilized. Through the same agencies, the windmill can solve the problem of cheap power for mills of small and medium capacity, and it may become as conspicuous as of old, especially in the rural districts. It may enable these small mills to succesfully compete with the large ones.

As the modern reaping machines have retired the scythe, so modern windmills have retired those of old. Thousands upon thousands of small windmills are now rendering valuable service in pumping water. The latest development in the large windmills, whose regulating mechanism is operated by electricity, is in a fair way to become a prominent factor in the future of flour mill construction, as by the use of electrical machinery the automatic regulation of the sails is made a success.

Attempts have been made at various periods to harness the wind for milling purposes by the use of large automatic wind wheels, and had it not been for the erratic action of the wind these mills would have accomplished the desired results. The wind is a difficult force to harness, and to utilize its power machines must be constructed which are suitable in each case to the requirements of the work to be done. The writer has had an experience of 25 years in building and experimenting with all kinds of wind wheels, and knows well what construction must be employed to successfully meet the requirements of the various uses to which wind power is applied.

An important patent has just been allowed, and others are pending, on machines and means for harnessing the wind on a large scale. Therefore, the long looked for machinery for successfully utilizing the power of the wind in the operation of milling machinery may soon materialize. Not only will flour milling reap the benefit of this cheap power, but also other lines of industry in many localities where small power cannot readily be obtained, or is too expensive.

Wind power can also be utilized for electric heating and lighting in all manner of places, as in lighting houses on the coast, and aboard sailing vessels where the power can be used not only for propelling the vessel, but also for pumping, lighting, heating, etc. Nansen, in his trip in the Arctic Ocean, used a windmill to propel machinery for heating and lighting, but only in a crude way, as the account given of it states that the windmill was used until the gearing wore out.

A new era in windmill construction is dawning which, in connection with other machinery, will revolutionize, in many instances, the ways and means employed to operate machinery in the various branches of industry.—American Miller.

ANNUAL INVENTORIES.

By Geo. L. Pender.

MY experience with the retail trade convinces me that there is no evil to which the average country merchant is more prone than the neglect to make a careful reckoning of his real condition from time to time. Some retail merchants will permit two or three, or even four, years to elapse between inventories, and some of them never take stock.

No merchant, however small his business, can afford to disregard this most important duty. An inventory should be taken at least once a year. Twice a year would not be too often. The advantages of inventories at frequent intervals are manifold. It is the surest way of determining the real worth of the merchant. It is the only method he can adopt of ascertaining whether or not he is conducting his business on a profitable basis. It is the best and most reliable plan of reducing stock and of finding out how much of the goods on hand is old or unsalable, and therefore needs special effort to work it off.

There is no good excuse for any merchant who neglects to follow this desirable and beneficial practice. There are at least two seasons of the year when trade is sufficiently slack to enable him to perform this most important work. These periods are those just preceding the spring and fall seasons, when stocks of merchandise are at their lowest. It is very desirable that a careful summing up of the previous season's results should be before the merchant at these dates, in order that he may know where he stands.

AN EXTENSIVE SHIPPER.

During the twelve years that he has been a resident of Tilbury, no person has done more to build up the village than W. C. Crawford, until he can justly boast of one of the biggest enterprises in the west, and, while people are partly aware of the extent of his business enterprise, few comprehend the magnitude of his transactions.

To give some idea of what he is doing for Tilbury, it is only necessary to state, that between January 1 and May 15 of this year —four and a half months—he has shipped and received 2,290,208 lb. of freight, which would nearly equal 115 cars of 10 tons each. This is largely made up of his immense receipts of hardware, and shipments of handles. To swell this immense business, he has drawn on a territory in some cases 25 miles distant with his hardware and furniture transactions, which has been a direct gain to the business of the village, while he ships handles to every part of Canada and Great Britain. He is by all odds the largest taxpayer in the village. His premises would do credit to any city in the country, while being a large employer of labor, the profits of his enterprise are largely spent for the good of his adopted village.—Times, Tilbury, Ont.

LUCK OF ONE DAY'S FISHING.

One morning, when spring was in her teens—
A morn to a poet's wishing,
All united in delicate pinks and greens—
Miss Bessie and I went fishing.

I in my rough and easy clothes,
With my face at the sunshine's mercy;
She with her hat tipped down to her nose,
And her nose tipped—vice versa.

I with my rod, my reel and my hooks,
And a hamper for lunching recesses;
She with the bait of her comely looks,
And the seine of her golden tresses.

So we sat down on the sunny dike,
Where the white pond lilies teeter,
And I went to fishing like a quaint old Ike,
And she like Simon Peter.

All the noon I lay in the light of her eyes,
And dreamily watched and waited,
But the fish were cunning and would not rise,
And the baiter alone was baited.

And when the time for departure came
The bag was flat as a flounder,
But Bessie had neatly hooked her game,
A hundred and eighty pounder.

—Lancaster Examiner.

PURITAN WICKLESS BLUE FLAME

COAL OIL STOVES.

Burns ordinary coal oil without a wick, and makes a perfect Blue Flame stronger than gas. It is entirely odorless and easy to keep clean, and nothing to get out of order.

It will roast, bake and boil equal to any wood or coal stove, and with much less trouble. Those stoves are guaranteed by the manufacturers, The Cleveland Foundry Co., to give perfect satisfaction. Those goods are easy sellers, and will bring trade to your store. Send for catalogue and price list and secure the agency in your town for them. . . . . .

R. BIGLEY, Canadian Agent, **TORONTO**

Established 1860. **Incorporated 1895.**

THE REASON WHY

"Crescent"

Steel Agate Ware

is so popular is

Because the ingredients used in its manufacture must be of the very finest quality to produce the Genuine Mottled Gray Color. Every article with our label "Crescent" on is guaranteed not to chip or burn.

The Thos. Davidson Mfg. Co. Limited

MONTREAL.

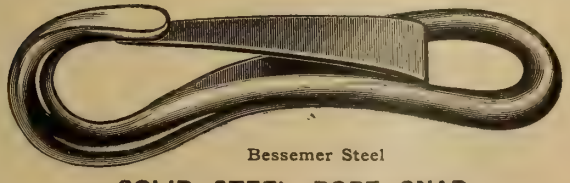
John Bowman Hardware and Coal Co.

180 to 182 York St. = LONDON, ONT.

Screen Doors — Woven Wire — Poultry Netting — Fence Wire — Paris Green — Harvest Tools — Builders' Hardware

Full stock of seasonable goods. Prompt shipment. Close prices.

OUR LATEST IN SNAPS.



Bessemer Steel

SOLID STEEL ROPE SNAP.

½ in. Sizes. 5/8 in.

No Cast Iron.

No Rivets.

Bessemer Steel

DOUBLE BIT SNAP

Made in Two Sizes.

Size of Cut for Bits.
Twice Size of Cut for Breast Chains.

ONEIDA COMMUNITY, Limited,
NIAGARA FALLS, ONT.

Plumber and Steam-Fitter

MONTREAL NOTES.

THE regular meeting of the Montreal branch of the National Master Plumbers' Association, was held on the 16th inst. Further arrangements were made regarding the annual convention, to be held at Quebec on June 29, 30 and July 1.

There are several matters of local importance which will be brought before the Quebec convention, amongst which will be a renewal of the discussion brought up before the last year's convention at Toronto, and the delegates to the convention will endeavor to have some, if not all, of the matters in dispute amicably arranged so that plumbing will be on a more united basis than heretofore.

Montreal sends nine delegates to the annual convention at Quebec. The names of the French members chosen are: J. W. Harris, president of the local association; E. Lesperance, Geo. Gibeau, Jos. Brunette and Jos. Montpetit. The names of the English members chosen are: F. Horton, J. A. Sadler, Jas. Atchinson and G. C. Denman.

It is rumored that the architects have appointed a committee to meet a committee of the plumbers in connection with matters of interest to both the architects and plumbers, in order to further on the principal discussion between these two bodies that is looked for at the annual convention at Quebec.

40,000 PERMITS THIS WEEK.

Permits have been issued in Toronto to H. Todd, for alterations to Nos. 1,211, 1,213 and 1,215 Queen street west, to cost $3,000; to the Otto-Higel Co., for a three-storey piano factory at the corner of Mowat and King streets, to cost $8,000; to Joseph Simpson, for a three-storey brick factory on Berkeley street, near the Esplanade, to cost $2,800; to W. H. Chandler, for a two-storey and a half residence at 100 Tyndall avenue, to cost $7,000; to M. McLaughlin, for a two-storey and attic residence on the Scarth road, Rosedale, to cost $3,500; to S. Clarke, for two detached two-storey and attic residences on the north side of Harvard avenue, to cost $5,000; to A. L. Massey, for a two-storey and attic residence, to cost $1,000; to Reinhardt & Co., for alterations and additions to 487 Jarvis street, to cost $5,000; to the Massey-Harris Co., Limited, for a two-storey brick stable, to cost $1,500; to Peuchen & Co., for a two-storey acid factory, on the west side Parliament street, near Esplanade, to cost $2,000; to Bates & Dodds, for a pair of semi-detached two-storey and attic brick residences at the corner of Strachan avenue and Queen street, to cost $3,500.

PLUMBING AND HEATING CONTRACTS.

Irvine & Co., Winnipeg, have the contract for the plumbing, heating and ventilating of the new Victorian wing to the Winnipeg hospital.

Fiddes & Hogarth, Toronto, have the contract for alterations to the heating and plumbing of the McMaster warehouse on Front street west.

A GROWING BUSINESS.

The Thos. Davidson Manufacturing Co. is making some alterations io its warehouse and works, to increase its shipping facilities, rebuilding part of the present factory and making a large warehouse of it, adjoining present warehouse, doubling its capacity. To replace the lost factory room the company is putting up a new modern addition. The Davidson Co. explains that the present system of doing business necessitates the carrying of an immense stock to supply, on a moment's notice, the 12,000 or more different articles it makes. The most strenuous efforts the company has made has not enabled it to accomplish this, but it is expected, with the increased facilities now in hand, to ship orders the same day as received, whether for carloads or quarter dozens.

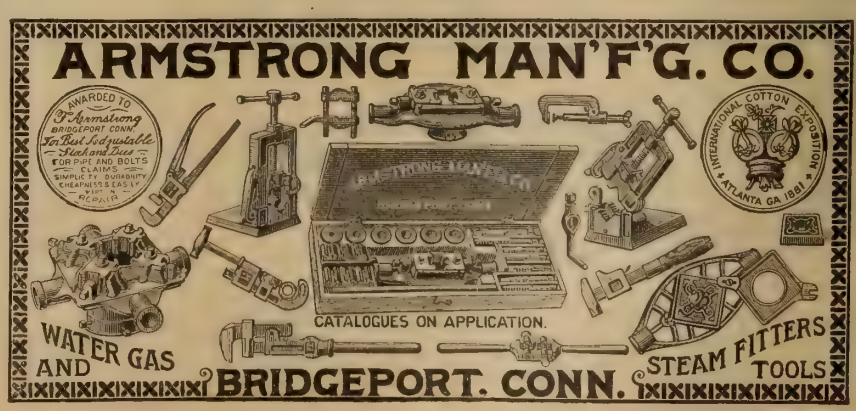
PLUMBERS WANT BY-LAWS ENFORCED.

Five years ago the Ottawa city council passed a by-law regulating plumbers and plumbing, but as yet there has been no enforcement of the by-law. A joint committee representing the Master Plumbers' Association and the Plumbers' Union met on Monday evening to make provision for having the matter brought before the council. Several instances have occurred recently where shops have been started by outsiders, work badly performed at irrational prices for six months or a year, and then a sudden departure took place, many citizens being left to morn an ill-advised confidence. The by-law now upon the books calls upon every master plumber to take out a license at $2 per year, and to give a bond of $200 as a guarantee of good work; the license fee for journeymen plumbers is 25c. These regulations, if enforced, would do much to place plumbing on a more satisfactory basis in Ottawa. It is also desired that additions shall be added to the by-law making it imperative that the iron pipe in houses should be carried through foundation and protected by a stone arch, so that when the foundation sets the drain will still remain unimpaired.

PLUMBING AND HEATING NOTES.

Building permits have been issued in Hamilton to Charles Webster, for greenhouses on Wentworth street north, to cost $300, and to the city for a bathing house on Rush street, to cost $700.

In arguing for municipal ownership of electric light plant the Port Hope Guide makes the following statement: "In fifty-five American cities owning and operating



their own electric lighting plant, the average price per light per annum is estimated to be $57.88. The average price per light per year in ninety cities lighted by private contract is $114.58."

A company has been formed in Parry Sound to build a first-class hotel, the cost of which will not exceed $10,000.

G. R. Burtt, of Hartland, N.B., intends erecting a new residence on the site of the one destroyed by fire three years ago. The cost will be $3,000.

J. Seymour, manager of the Brampton gas works, has been made the recipient of a gold medal and an honorary membership certificate in the Parisian Academy of Inventors, "in recognizance of a new mechanical motion in a gas meter, which he has invented."

Gunton & Sons, Simcoe, Ont., have the contract for building three stores and a bank in Waterford, Ont.

The new hospital in London, Ont., will cost in the neighborhood of $73,000.

L. E. Prowse is having erected a tinsmith and plumbing store in Granby, Que.

A HANDY AND USEFUL CATALOGUE.

The Kemp Manufacturing Co., Toronto, Canada, has issued its 1898-99 catalogue, and the production is unquestionably one of the most comprehensive of its kind ever issued in Canada. The scope of this book may be understood, when it is stated that it contains over 150 pages of descriptive matter, with from two to eight cuts of the goods made by the firm on each page. Yet by means of a general index at the back and a finger index at the side one can find instantly any one article, with an illustration, price, etc. This catalogue would be worth having if only as a work of reference to see what goods are being made in Canada in tinware, enameled ware, japanned ware, copper ware, sheet iron and sheet steel ware, etc.

A PROSPEROUS BRUSH FIRM.

The manufacturing industries of the "Queen City" have made rapid strides during the past half century. Small buildings have been demolished to make room for more extensive factories, and a few years later these also had to be deserted for still larger buildings. To gaze up now at the towering factories of the present day, in comparison with a small place of one flat and limited space, of a few years ago, one would naturally say Toronto was growing. A firm of special mention, who have been building and rebuilding from time to time, and keeping "quality" as their standard, who have made wonderful advancement in the manufacture of brushes of every description, is that of Boeckh Bros. & Co., who have found it necessary to further enlarge their offices and sample rooms and warehouses, so as to meet the increasing demand for their brushes, and when completed will be one of the most handsomely fitted and equipped sample rooms and offices of their kind in Canada. The alterations will not interfere at all with filling orders for brushes, brooms and woodenware, and the trade may be assured of prompt and careful attention at all times. Merchants are always welcome to the firm's warerooms.

SOUTH AFRICAN EXHIBITION.

Commencing Dec. 15, 1898, there will be held at Grahamstown, South Africa, the South African Industrial and Arts Exhibition, an exposition of the products, manufactures, and mineral wealth of the various states and colonies of South Africa, together with the manufactures and merchandise which are, or might be, imported from other countries.

The Canadian Parliament voted $5,000 to promote trade with South Africa, and part of this sum is to be used in giving free transportation from Canada to South Africa of exhibits for this exposition. Then goods will be taken from any port in the South African colony in bond, carriage free, by the exposition authorities, and no duty will be levied upon them, unless they are sold.

The exhibits are classified into five groups, raw materials, manufactures, mining and machinery, natural history and science, and fine arts.

This will be an excellent opportunity for Canadian manufacturers, dealers in farm produce, etc., to get a foothold in the South African market, especially as their efforts will be supplemented by the work of a permanent trade representative, who has been appointed by the Dominion Government.

If a sufficient quantity of exhibits offer, a vessel will be chartered direct from Montreal to South Africa.

The Ontario Mercantile Agency
(Limited)
18 Wellington Street East, TORONTO.

Collects accounts anywhere. Fees for current accounts 10 per cent. of amount collected. No fee less than $1. Prompt returns. Report to you monthly. References given. Try us.

"Tandem" Anti-Friction Metal

suitable for all purposes.

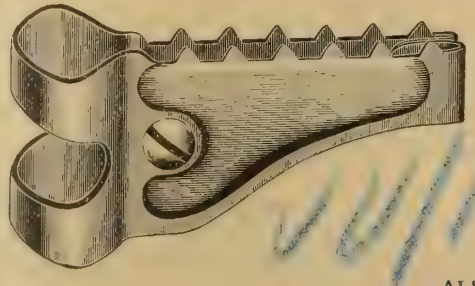
A For heavy pressure and high speed.
B For medium pressure and high speed.
C For low pressure and highest speed.

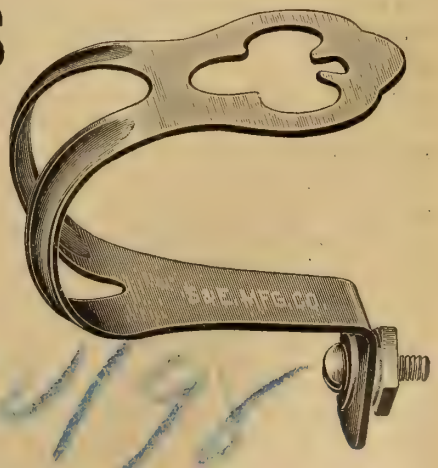
If your dealer does not carry this line, order direct from

Lamplough & McNaughton
Montreal

BICYCLE SUNDRIES

Toe Clips, Coasters, Wrenches and Bicycle Pad Locks.





ALSO

"Giant" Metal Sash Chain.—Pulleys.—"Red Metal" and Steel Sash Chain, Pad Locks, and Rat Traps.

MANUFACTURED BY
THE SMITH & EGGE MFG. CO.
Send for Sundry Catalogue.
Bridgeport, Conn., U.S.A.

The Stevens Mfg. Co., London, Ont.

CARRY A FULL LINE OF

IRON PIPE and Fittings, **LEAD PIPE, LEAD TRAPS**

and Plumbers' and Steamfitters' BRASS GOODS.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. A. SYLVESTER has been appointed curator of Letang, Letang & Co., wholesale hardware dealers, Montreal.

Chas. Rousseau, general merchant, Cedar Hill, Que., has assigned.

Robert Stewart, general merchant, Salmon Arm, B.C., has assigned.

Charles K. McLellan, general merchant, Tatamagouche, N.S., has assigned.

PARTNERSHIPS FORMED AND DISSOLVED.

Herbert & Chartrand, carriagemakers, Montreal, have dissolved.

Partnership has been registered by J. & J. Taylor, safe manufacturers, Montreal.

Flynn & Smith, general merchants, Port Hood, N.S., registered dissolution on May 24.

Williams & Jarvis, coal and wood dealers, Hamilton, have dissolved, Geo. H. Williams continuing.

Austin & Lefebre, wholesale woodenware dealers, Montreal, have dissolved, Allan Austin continuing.

Hugh D. McKenzie, coal dealer, Halifax, has admitted Wm. P. Buckley under the style of Hugh D. McKenzie & Co.

H. E. Borden and John Boyd have registered as partners under the style of Borden & Boyd, coal and wood dealers, Montreal.

F. X. and J. E. Marceau have registered partnership under the style of J. E. Marceau & Frere, hardware dealers, Lake Megantic, Que.

N. Adelard Hebert and Odilas Galarneau have registered as partners under the style of Hebert & Galarneau, carriagemakers, Montreal.

J. & G. L. Forester, hardware dealers, Neepawa, Man., have dissolved, John Forester selling out his interest to George Forester.

Joseph Galarneau and Euclide Racette have registered partnership under the style of Galarneau & Racette, coal and wood dealers, Montreal.

J. A. & F. Fallis, general merchants, Revelstoke, B.C., have admitted W. B. Fallis, and the business will be continued under the style of Fallis Bros.

SALES MADE AND PENDING.

B. Patry, general merchant, Hull, Que., has sold his real estate.

N. Wilson, general merchant, Redwing, Ont., is advertising his business for sale.

Paul Tourigny, saw miller, etc., Victoriaville, Que., is offering his business for sale.

The stock of Antoine Rossignol, general merchant, St. Phillippe de Nery, Que., has been sold at 55½c. on the dollar.

The stock of W. J. Armstrong, hardware dealer, Vernon, B.C., has been sold to C. W. Chambers at 60c. on the dollar. The business will be continued under the style of Chambers & Co.

CHANGES.

Coyne & Co. have bought out The B. Grennan Co., general merchants, Orillia, Ont.

James Franks, general merchant, Pheasant Forks, N.W.T., has sold out to Thomas M. Bee.

T. Prefontaine & Co., Limited, lumber dealers, Montreal, have obtained a charter of incorporation.

Gilbert Vigneault has registered as proprietor of Vigneault & Cie., contractors, Brompton, Que.

George W. Stockton, general merchant, etc., Annaganee, N.B., has been succeeded by S. A. Stockton.

Olympe Fortier, wife of George Pepin, has registered as proprietress of the firm of George Pepin & Cie., general merchants, Chambly, Que.

FIRES.

T. A. Crow, blacksmith, Toronto, has suffered damage to his shop by fire.

DEATHS.

Pirre Bolvin, machinist, Quebec, is dead.

Jacob Ferguson, general merchant, Richibucto, N.B., is dead.

A FOOLISH BUSINESS MAN.

AN occurrence recently took place in a gentlemen's furnishing store that ought to be of interest to hardwaremen. Some points of it at least should interest them.

The proprietor of the store in question is a very good business man. He has a neat, attractive store. He does good advertising, thereby showing that he is willing to increase his trade. He has a deep rooted dislike for the negro race. This is so pronounced that it might almost be termed hatred. The proprietor has often expressed himself upon this point in very emphatic terms.

Upon the evening in question, a very respectable appearing colored couple, who seemed to be man and wife, entered the store. It fell to the lot of the proprietor to attend to their wants. The man asked for a turndown collar, and the proprietor immediately froze up so stiff that he couldn't make a move without showing his half suppressed indignation.

The collar that was shown did not suit the buyer, and he asked to see others, whereupon he was told that there were no other styles in stock. This was a lie, pure and simple. If the negro didn't know it, there were several other people in the store who did.

The couple left the store, and no sooner had the door closed behind them, than there came an unrelenting tirade from the proprietor against the negro race in general and that couple in particular. He didn't want that class of trade, and he didn't want such people in his store, so he said, but one of his friends cornered him with this question: "Isn't their money as good as that of other people?"

Such an occurrence is bad in more ways than one. It's bad business. It's bad advertising. It's several sorts of bad with apparently no existing good to redeem it. It's far better business policy to treat all patrons courteously in spite of personal prejudice.—Iron Age.

CORDAGE

All Kinds and for all Purposes.

Manilla Rope
Sisal Rope
Jute Rope
Russian Rope

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope

Lathyarn
Shingleyarn
Bale Rope
Lariat Rope

Spunyarn
Pulp Cord
Lobster Marline
Paper Cord

Marline
Houseline
Hambroline
Clotheslines

Halyards
Deep Sealine
Ratline
Plow Lines

Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manilla hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

Consumers Cordage Company, Limited

MONTREAL, QUE.

Joseph Rodgers & Sons' Cutlery

We would strongly caution Retail Hardware Merchants and the General Public against Imitation makes, bearing such names as **"Joseph Rodgers & Co," "Rodgers & Son,"** etc., etc., as none are **Genuine** unless bearing the Trade Mark on **each blade.**

James Hutton & Co. Sole Agents for Canada, 15 St Helen Street, ***Montreal***

CURRENT MARKET QUOTATIONS.

June 17, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.		6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	....	3 50
I.X., "	....	4 25
I.X.X. "	....	5 00
I.AXX., "	....	5 75
D.C., 12½x17	....	3 00
D.X.	....	3 75
D.X.X	...	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base...	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; " 14x60 "; " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¾	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel....	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

3/16 inch	....	2 00
"	....	1 90
⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2 20: ¾ inch, $2.62½; 1 inch $3.60: 1¼ inch, $4.75: 1½ inch, $6.20: 2 inch, $8.30.

Galvanized, ½ inch, $3.80 to $4: ¾ inch, $4.60 to $4.80: 1 inch, $6 40 to $6.70; 1¼ inch, $8.75 to $9.20: 1½ inch, $11.15 to $11.80: 2 inch, $15.20 to $16.

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	....	0 15
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.		
Sheets, hard-rolled, 2x4	....	0 20
Tubing, base, per lb	0 20	0 22

Zinc Spelter.

Foreign, per lb	0 05	0 05¼
Domestic "	0 00	0 00

Zinc Sheet.

5 cwt. casks	....	0 05¾
Part casks	....	0 06

Lead.

Imported Pig, per lb	....	4 to 4¼
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe. in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10½	0 11
Other makes, per lb	0 08	0 08½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21½
1-lb. tins	0 18½

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	

Putty.

Bladders in bbls	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.)		per gal
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 1c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 44

Outside points 1c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc

Cod Oil, per gal.	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 7½ per cent.
Brass Shot Shells, 55 and 10 per cent
imers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each 8 gauge	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross / Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list
Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Damond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70, 10 and 5 to 75 p.c.
Loose Pins, dis. 70, 10 and 5 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 20 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

orse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.
Mechanics' Star & File Mfg. Co. Discount, 60 and 10 to 70 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door, per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40	0 50

Lanes, 62½ per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs	....	3 15
14 in. up, per 100 lbs	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

		Per gro. pair.
Spring	....	9 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60, 10 and 5 p.c.

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

"P. B.", dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.
Acadian, 50 and 20 per cent.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal; Toronto 10c. more.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., per doz	....	0 90
Bronze, Berlin, per doz	2 75	3 25
Bronze Genuine. "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 10 and 5 per cent.

Lightning, per doz	6 50	8 40

Heath's, $7.75 net.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

ish, per gross	1 05	2 50
Chalk "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet.

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................. " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz........... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz.......... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d.............................. 2 25
6 and 7d.............................. 2 15
8 and 9d.............................. 2 00
10 and 12d............................ 1 95
16 and 20d............................ 1 90
30, 40, 50 and 60d. (base).. .... 1 85
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $1 85, Toronto.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 55 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral.............. .... 0 17

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz.................. 0 00 9 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz.............. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 1 85 3 00

PENCILS.

Dixon's, per gross........... 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6................................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz............ 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

per doz 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz........... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set....... 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02¼ 0 02½
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60, 10 and 5 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz........... 1 25 3 60

RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

	Sisal.	Manilla
7-16 in. and larger, per lb	11⅞	13⅛
⅜ in.	12⅜	13⅝
¼ and 5-16 in.	12⅞	14⅛
Cotton		13
Russia Deep Sea		14½
Jute	6¾	7½
Lath Yarn		10¼

RULES.

Boxwood, dis. 80 and 10, to 80 and 12½ p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb....................... 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 75
Solid, " 1 25

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan & Haynes, per ft.................... 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting.... .... 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz................. 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz........... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 40 and 10 to 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz............. 2 30 2 45
" black................ 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'............... 4 50 11 50

SOLDERING IRONS.

Per lb 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American............... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 25 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb.............. 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross........... 3 50 5 00
Grind. per ton............... 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued........... .. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks.............................. 35
Copper tacks 62½
Leather carpet tacks ....
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks, discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb......... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Bright Wire, dis. 65 per cent.
Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p. c.
Annealed, annealed and oiled, 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 20c. per 100 lbs.]
Bright, coppered steel and spring, 33⅓ p. c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F.O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd	....	....
Plain twist	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. .. 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70, 10 and 5 to 75 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

Burton's Anti-Rattler & Bolt Holder No. 1.

PAT. NOVEMBER 15, 1887.

A perfect Anti-Rattler and Bolt Holder combined Drops over head of bolt and prevents loss of bolt if the nut comes off. And we also manufacture Burton's Nos. 2 and 3 Gem Wire and Wire Drive and Fernald Wire, Anti-Rattlers. Samples free on application. Becker Game Trap, Dandy Clothes Rack. Ask your Jobber for them, or send to us for prices and circulars

FERNALD MFG. CO., Northeast, Pa., U.S.A.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

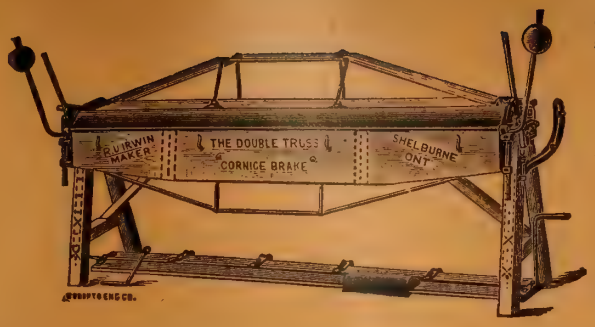
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This eight-foot Brake bends 22-gauge iron and lighter, straight and true

Price, $50

Very handy bender attachment, $10 extra, if required.

Send for circulars and testimonials to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

Feather Dusters

have advanced one hundred per cent. in the last three months. All quotations withdrawn.

We carry a full line of all kinds.

Write for prices.

Have you tried the Woven Down Duster?

MEAKINS & CO.
313 St. Paul Street
MONTREAL

MEAKINS & SONS
HAMILTON
ONT.

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Church's Potato Bug Finish

READY FOR USE DRY.

NO MIXING REQUIRED.

The only safe way to use a strong poison.

Worth its cost as a Fertilizer.

Does not injure the vines.

300 pounds net in every barrel. Price, f.o.b. Paris, four barrels for $10.00. Send in your orders now.

THE ALABASTINE COMPANY, Sole Manufacturers, PARIS

Est. 1863 Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

How are you fixed for

the summer trade? Is your stock complete? Have you a full line of

Robertson's Prepared Paints,

Oils and Varnishes? They are the best that can be had. There are none better anywhere. So that's the kind you should always have on hand. . . . . .

The JAMES ROBERTSON CO., Limited 263-285 King Street West, **Toronto**

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

Copper, Tin, Antimony, etc.
Langwell's Babbit, Montreal.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. X | MONTREAL AND TORONTO, JUNE 25, 1898 | No. 26

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.

The name and trade mark appear on each box and bar and besides this, the words "Manufactured in U.S." and "Patented June 3, 1890" are stamped on the under side of each bar.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL—Caverhill, Learmont & Co.
General Dominion Agents.

Owners and Sole Manufacturers,
266 and 267 West St., New York

FULLY STOCKED.

Buyers of "QUEEN'S HEAD" Iron can now obtain any of the standard sizes out of stock from their jobbers, as it was only for a few days that there was a shortage of one principal size. There is always a complete stock of this brand in the hands of leading merchants, as well as in our own warehouses at Montreal and Toronto, and fresh importations are rushed forward in a manner equalled by no other makers.

JOHN LYSAGHT, Limited,
BRISTOL and MONTREAL.

Heat vs. Leak

The Radiator that doesn't leak—heats! The Safford Radiator (for Steam or Hot Water heating) heats. All other Radiators whose joints are packed and connected with bolts or rods must leak, sooner or later. Where there's a leak there's less heat, of course.

As originators of the Screwed Nipple Connection for Radiators, we have developed the largest business of the kind under the British Flag—naturally, we are proud of it—but we are not above taking small orders; our success hasn't gone to our head.

Toronto's City Hall and Court House are fitted throughout with - -

Safford Radiators

The Toronto Radiator Mfg. Co., Limited
Toronto, Ont.

RICE LEWIS & SON
(LIMITED)

ARTHUR B. LEE, President. *A. BURDETT LEE, V. P. and Treas.*

Importers of . . .

Bar Iron
Steel
Boiler Plate

Shelf and Heavy

Hardware

MANTELS
GRATES
TILES

Cutlery . .

FINE BUILDERS' HARDWARE.

Cor. King and Victoria Streets ...TORONTO

Anything in.... **Copper**

THE range of our product is from the smallest article possible to make to the largest work ever used or required.

COPPER WORK

made to any desired specification or design.

We have always on hand a large stock of

Sheet Copper and Copper Tubing

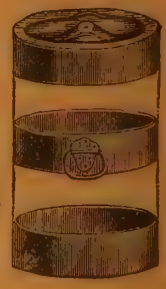
CORRESPONDENCE SOLICITED

THE BOOTH COPPER CO.
Limited.

TORONTO

If you want your order for

Milk Can Trimmings



filled promptly let us have it.

There is **NO** "scarcity of Milk Can Trimmings" with us.

We can fill your orders at once from stock. We anticipated the increased demand for our Trimmings, and we have the satisfaction of knowing, that notwithstanding the immense increase of orders, we have not kept our customers waiting.

The goods must be right or we could not sell so many.

We rest on the judgment of our customers.

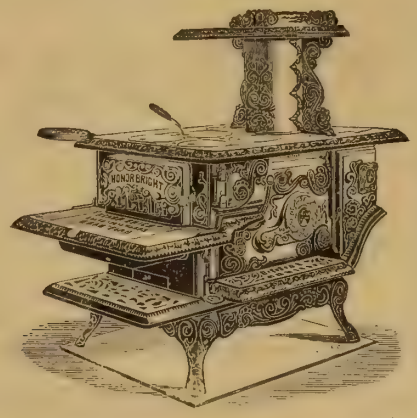
Tinned Iron for all sizes always in stock.

KEMP MANUFACTURING CO.

Toronto, Canada

"HONOR BRIGHT"

Wood Cook.



—Heavy.
—Massive.
—Substantial.
—Durable.
—Extra Large Oven and Firebox.

Fitted with Patent Illuminated Oven Door, Corrugated Oven Bottom, and all modern features of Cook Stove construction.

If you have not handled this Stove, it will be to your advantage to secure samples, and arrange for the exclusive sale in your locality.

The William Buck Stove Co., Limited

Manufacturers of the celebrated "HAPPY THOUGHT" Range.

BRANTFORD, ONTARIO

It stands to reason that Hose made with a

SEAMLESS TUBE

should be superior to that with a seam.

WHY? Because the inner tube is equally strong at all points, there being no joint for the water to find its way through.

All our brands of hose have our **Patent Seamless Tube.**

"Star," "Maroon," "White,"
"Western," "Phœnix,"
"Wire-Wound,"
"Rubber Lined Cotton,"
"Trade."

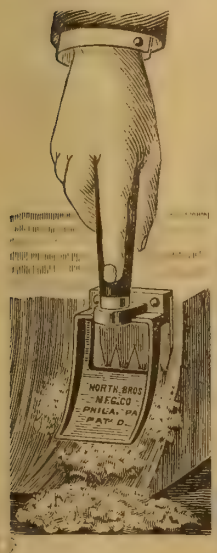
THE CANADIAN RUBBER CO.

OF MONTREAL

CAPITAL - $1,500,000.

Montreal, Toronto, Winnipeg.

SUMMER SPECIALTIES



"CROWN" ICE CHOPPER

To chip ice in small pieces or use in ice cream freezers.

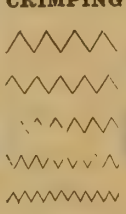
"GEM" ICE SHAVE

To shave ice for use in cooling oysters, fruits, summer drinks, etc.

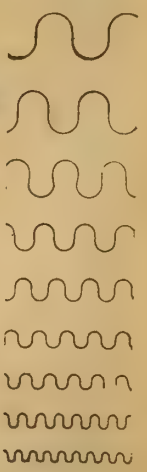
ICE CREAM FREEZERS

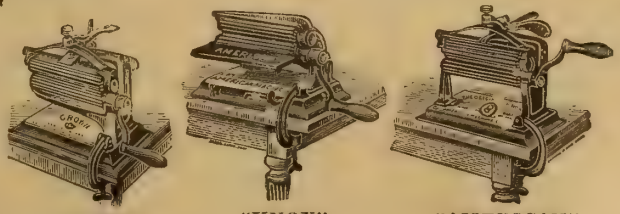
THAT SELL AND GIVE SATISFACTION.

CRIMPING



FLUTING





"CROWN" 4½-6-8 in.

"KNOX" 4½-6-8 in.

"AMERICAN" 5-6-7 in.

SEND FOR CATALOGUE.

FLUTING, Crimping or Goffering MACHINES

SOLD BY LEADING JOBBERS.

Manufactured by...

NORTH BROS. MFG. CO., PHILADELPHIA, PA.

Established 1825. **Established 1825.**

Important decision relating to the

"HEINISCH"

trade name on Shears, Trimmers, etc. The U. S. Circuit Court, southern district of New York, Judge Townsend, has rendered a decision in the suit of R. Heinisch's Sons Co. vs. Hermann Boker & Co:

"The complainant (R. Heinisch's Sons Co.) is entitled to an accounting and to an injunction restraining them from using the names 'Heinisch' or 'H. C. Heinisch' on its Shears, Labels, etc., and otherwise in any way which will interfere with complainant's enjoyment of the benefits of its trade name."

Referring to above decision we would respectfully state our determination to protect our rights in the premises, and warn all persons against any imitation of our trade name.

R. Heinisch's Sons Co.
Newark, N. J., U. S. A.

Genuine Heinisch Shears are sold by Caverhill, Learmont & Co., Montreal, Canada; M. & L. Samuel, Benjamin & Co., Toronto, Canada; Wood, Vallance & Co., Hamilton, Canada; J. H. Ashdown, Winnipeg; W. H. Thorn & Co., St. John, N. B., and others.

COLDBROOK IRON AND STEEL CO.
Limited

Manufacturers of all kinds of **BAR IRON.**

GORDON WIRE AND WIRE NAIL WORKS.

Manufacturers of

Wire and Wire Nails

We are sole selling agents in the Dominion for the above Companies. Orders Promptly Executed.

W. H. Thorne & Co., Limited
ST. JOHN, N. B.

Standard Steel Toe Calks

WRITE FOR DISCOUNTS.

Sizes—No. 0 to 7, 1½ to 3 inches. Price $1.00 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

Sizes—No. 0 to 5, 1½ to 2¾ inches. Price $1.25 Per Box of 25 lbs. in Bulk, or 24 lbs. in 4 lb. Packages.

JAMES PENDER & CO., Limited, = Saint John, N. B., Canada.

The fibre is long and strong

BROWN WRAPPING
HARDWARE MANILLA
MANILLA
FIBRE

Eddy's Wrapping Papers

The E. B. EDDY CO., Limited

HULL	ST. JOHN	VANCOUVER
MONTREAL	HALIFAX	VICTORIA
TORONTO	HAMILTON	ST. JOHN, Nfld.
LONDON	WINNIPEG	KINGSTON
	QUEBEC	

The paper stands wear and tear

THE INCREASED DEMAND

. . . FOR . . .

H. BOKER & CO'S

UNRIVALLED

Razors

Scissors

Pocket Cutlery

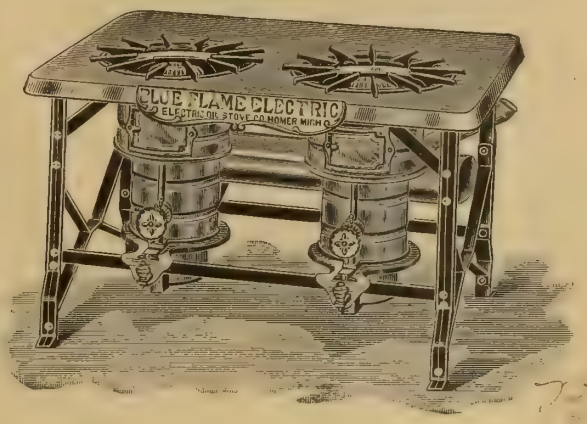
is testified to by all experienced dealers.

For Sale by

Wood, Vallance & Co.

Hamilton, Ont.

HOT WEATHER.



ELECTRIC

BLUE FLAME OIL STOVE.

We guarantee to every purchaser the completest satisfaction in the use of our Blue Flame Electric.

Its perfect rewicking device, Polished Brass and Russia Iron Mountings, convenient, simple and strong methods of operation, entire freedom from smoke or smell, and its particularly clean, clear and intensely powerful Blue Flame make it the most desirable camp or summer oil stove on the market. Supplied in all sizes and styles.

Copp Bros. & Co., Hamilton, Ont.

Limited

Toronto Branch—81 Queen St. W.

Brass

RODS,
SHEETS,
WIRE.

Copper

INGOT, SHEETS.

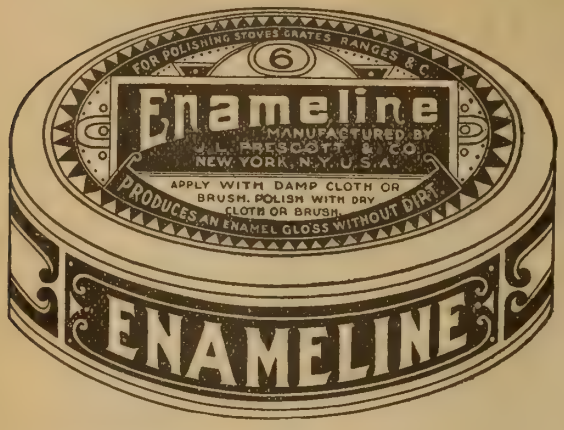
M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

26 to 30 Front St. West TORONTO.



FOUR REASONS WHY DEALERS

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and for which Dealers can offer no substitute without injury to their trade.

Enameline

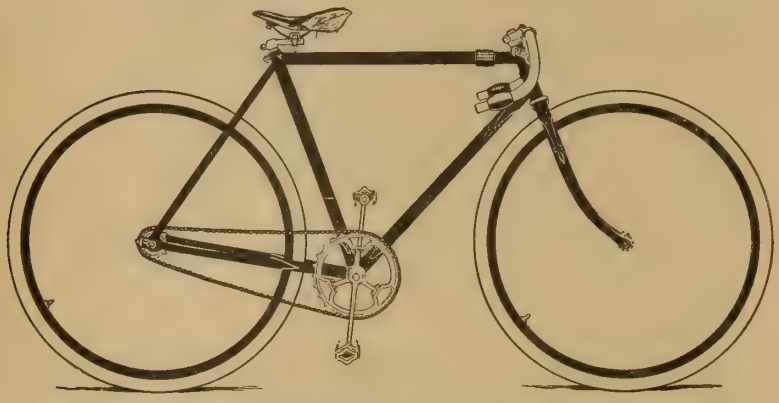
The Modern STOVE POLISH

First : It is Superior to All others in Quality.

Second : It gives Perfect Satisfaction to Consumers.

Third : It is Thoroughly Advertised and Sells itself.

Fourth : NO OTHER Stove Polish ON EARTH has so large a sale



RAMBLER BICYCLE, **MODEL 26.**

BERTRAM, WILSON & CO.

IRON, STEEL and HEAVY HARDWARE, LUMBERING, MINING and RAILROADING SUPPLIES, PICKS, SHOVELS, CROWBARS, AXES, SAWS and FILES, NAILS, SPIKES and BOLTS.

Agents for

Gormully & Jeffery Mfg. Co, CHICAGO.

...Rambler Bicycles.

53 YONGE ST.

ON TO QUEBEC ! !

TO THE

National Plumbers' and Steamfitters' Convention

TO BE HELD FROM

June 29th to July 1st inclusive

"**HARDWARE AND METAL**" will publish a Special Edition giving a complete report of the proceedings at the convention, and also special articles on plumbing and steamfitting will be contributed for this Special Number, which will appear in the issue of July 9th in the shape of a

SPECIAL PLUMBING and STEAMFITTING EDITION.

Every plumber and steamfitter in Canada will receive a copy of this edition, making this number an invaluable medium in which to place special advertising relating to the plumbing and steamfitting trades.

NOTE.—All advertisers have the privilege of enlarging their space in this Special Edition.

All copy must be sent in before July 1st.

The MacLean Pub. Co.

Limited

HARDWARE AND METAL

Vol. X. MONTREAL AND TORONTO, JUNE 25, 1898 No. 26

President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN Toronto.

THE MacLEAN PUBLISHING CO
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES :

MONTREAL - - - - Board of Trade Building Telephone 1255.
TORONTO - - - - - 26 Front Street West, Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C., J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street, H. S. Ashburner.
NEW YORK - - - - 14 Irving Place, M. J. Henry.

Subscription, Canada, $2.00. Great Britain, $3.00.

Published every Saturday.

Cable Address in London, "Adscript."

WHEN WRITING ADVERTISERS PLEASE MENTION THAT YOU SAW THEIR ADVERTISEMENT IN THIS PAPER

DOMESTIC AND FOREIGN CEMENT.

REPORTS have been in circulation lately that dealers were buying Canadian cement and putting brands upon it which misrepresented it as British and Belgian.

HARDWARE AND METAL has made enquiry in regard to this rumor, and cannot discover any good ground for believing that the deception above mentioned is being practised.

There are many reasons which make such a deception, as the one mentioned, difficult to perpetrate, the most important being the great dissimilarity between the barrels in which English and Belgian cements are put up, and the packages in which the Canadian material is marketed.

The whole make-up of the two packages is so different that none but the merest novice in the the trade could be imposed upon ; and the handling of cement is not a business that novices select as a rule.

Of course, Canadian cement could be put up in English or Belgian barrels, but such a process would hardly be profitable, except at a place like Montreal, where there are lots of empty foreign barrels to be purchased.

Every dealer spoken to laughed when the report was mentioned to him. One gentleman stated that in only one case did he know of English or Belgian barrels being used, which was by a firm that bought the empty barrels on the Montreal market, but this firm sold the cement as Canadian, the brands that were used being entirely unlike any of the Belgian or English marks. In brief, he was positive that there was no foundation whatever for the story that Canadian cement was being misrepresented as English or Belgian.

It is when trade conditions are bad, not when they are good, that business men are most zealous for good business methods,

---

COPY FOR NEXT WEEK'S ISSUE.

Friday next is a statutory holiday. In consequence of this, HARDWARE AND METAL will go to press one day earlier than usual. This will necessitate advertisers and others sending in their copy one day earlier than is customary.

A HINT AS TO POCKET CUTLERY.

THE want of thought is, perhaps, the cause of more things being left undone, that should be done, than ignorance is responsible for.

Every hardwareman knows full well that a little oil in a knife not only gives the blade more spring and allows it to be opened and closed more easily, but that it preserves the knife.

How many retail hardwaremen are there, however, who ever think of instructing, in this particular, customers who are buying knives? Very few, indeed.

Not only should a knife be oiled when purchased, but a little lubricant should be applied every three or four months.

Of course, a knife that is well taken care of in this way will wear longer than one that is not, and it seems, therefore, to be contrary to the interests of the hardwareman to enjoin his customers to be careful along this line.

But, while apparently it may be against his interests to do so, yet, in reality, the results in the long run, are in his favor. In the first place, the knife that is taken care of wears well, and, naturally, when the owner wishes to replace it, he goes to the store at which he got such good value before. That is an evidence that the hardwareman has secured that person's confidence, and to be envied is the merchant who has the confidence of his customers.

A hardwareman should never allow a pocket-knife to go out of his store before oiling it.

The oiling of a pocket-knife may be a little thing, but it is a good paying thing.

HOW TO START A CASH BUSINESS.

CASH stores are springing up all over the Dominion. Some are new stores, and some are old stores which are forsaking the credit for the cash system.

HARDWARE AND METAL is, from time to time in receipt of letters courting suggestions as to ways and means of inaugurating the cash system, both from those who are going into business for the first time, and from those who are already in business, and desire to adopt the more modern system.

The same modus operandi would scarcely be applicable to all cases, but there are certain principles which may be referred to, and which may be of some help in the premises.

The merchant who will find the greatest difficulty in adopting the cash system is unquestionably he who is already in business and has been following the credit system. Most of his customers have probably been dealing with him for years, and many of them have probably been getting three, six, or twelve months' credit. How to get them conformed to the new order of things is the problem to be solved.

The giving of credit, and the accepting of credit, is a habit, and habits are not easily broken, especially when they have been years in operation. There is a song which says "Don't get in the habit of it," and it applies to the credit system as well as to other things which are evil in their tendencies.

In departing from the credit system, and conforming to the cash system, some customers are certain to be lost. Some will be lost because of their inability, fancied or real, to pay cash. Others will be lost because their dignity will be touched by the new order of things.

Obviously, then, a careful intelligence should be exercised. The change from credit to cash should not be made suddenly.

It would be the height of folly for a merchant to decide on Saturday night that when he opened his store on Monday morning not an ounce of goods should cross his counter unless the cash or its equivalent was first in his till. He would lose half his customers ; and it would serve him right.

When a merchant has decided to throw overboard the credit system and take on board the cash system, he should give his customers at least one month's notice.

As a preliminary step, he should announce his decision in the advertising columns of his local paper. Then, a personal letter to each of his customers, setting forth his intentions, would materially help in the premises. In the store, a hanger might be placed, announcing that on and after a certain date the credit system would be discarded and the cash system inaugurated. And then, on every opportunity, the merchant and his clerks should speak to customers of the proposed change and dilate upon its advantage to the customer.

The most careful of merchants who do a credit business annually lose money from bad debts. And every dollar so lost is so much added to the cost of doing business, which, in turn, must be borne by the goods which are sold.

These are facts which, in letter, in advertisement, and in conversation, should be pointed out out to customers.

The merchant who does a cash business is in a position to sell his goods at a lower figure and still make as good, if not better profit than his competitor who sells on credit. And he is expected to sell cheaper. If he does not his efforts will be sadly handicapped.

Let him put himself in the place of his customers. Would he buy from A for cash if, other things being equal, he could get the same things from B at the same price and secure from one to twelve month's credit ? Of course he would not.

The department stores are enabled to sell at the close figures they do because their business is carried on wholly under the cash system.

Country merchants who adopt the cash system are, in this particular, therefore, on an equality with their great deparment store contemporaries. And out of this fact they should make all the capital they possibly can.

While it is not as essential that persons just starting into business and under the cash system should take as much pains to acquaint the public with the fact, as those who are leaving the credit for the cash system, yet it is essential, nevertheless,

The new merchant is different from the old merchant in one important particular : He has no customers whom, in adopting the cash system, he has to mollify. But, like the other, he has need to advertise, and advertise well. If not, his chances of success are poor. He, too, like the merchant going from credit to cash, will find it necessary to show the consuming public that by selling for cash he can do better as far as prices are concerned, than he could if he adopted the credit system.

There are, doubtless, some now doing a credit business who deem that the best policy would be to gradually give up the credit system, and not do so at one fell stroke. In other words, they would continue giving credit to the good customers, but add no more to their list, new customers being compelled to pay cash.

Perhaps, in some instances, this would be the better plan to follow. But a merchant would have to decide this for himself. It might and it might not be satisfactory. It would, at any rate, be unsatisfactory if Mr. Brown knew that Mr. Smith was getting credit at Jones' while he, notwithstanding his good financial standing, was denied it.

But perhaps the experience of an Eastern Ontario merchant might be cited. He dedided to have two prices—one for credit and the other for cash customers. He advertised this fact, and in the rear of his store kept suspended a large sign announcing the fact to every customer who entered the store. He experienced some difficulty at first, but eventually he began to be understood. Finally, however, he discarded altogether the two-price system and confined himself to one, the cash price, for he had adopted the cash system.

Some people have asked questions in regard to coupons and trading stamps as helps to doing a cash business. We could not recommend them. They are, at best, but a temporary expedient, and unsound in business practice.

Success can only be really obtained by a man managing his own business. Let him have fair capital as represented in brains and money, reliable goods in his store, ideas and energy in himself, and he will be successful under either the credit or cash system, but especially under the cash system.

CANADA LEFT OUT IN THE COLD.

THE cable announces that in the new treaty which Germany is making with Great Britain, the Dominion of Canada is to be denied the privilege of sharing in its provisions.

In taking this stand, Germany has, doubtless, been actuated by the spirit of retaliation because Canada was instrumental in inducing the British Government to renounce the treaty of 1865.

It is to be regretted that the German Government is inclined to be revengeful over the matter. It is undignified and unbecoming a great civilized nation.

Canada, when she induced the British Government to renounce the Belgian and German treaties of 1862 and 1865, respectively, was actuated by no desire to injure either of these countries. Her motive, purely and simply, was to be freed from the provisions of treaties made before the Dominion was born, and which prevented her, a self-governing colony, from according tariff preferences to the Mother Country.

But, even had the German Government been willing to accord, under the new treaty, favored nation privileges to Canada, as to whether we would have accepted them would have depended upon ourselves, for some years it having been the policy of the British Government, when making treaties with foreign countries, to provide that the Dominion could refuse or accept them at will.

Since 1880, Canada has refused to accede to no less than thirteen treaties which the British Government has entered into with foreign nations. The last to which she refused to accede was that with Japan, signed by the Imperial authorities a couple of years ago.

The treaties to which, since 1880, she has acceded are only two, and they were with Muscat and Uruguay.

As a purchaser of Canadian products, Germany does not rank high. Last year, the total exports to that country only amounted to $1,045,432. In 1896 they were $757,331, and in 1895 $626,976. And, although among Germany's customers Canada only ranks about sixteenth, yet this country is a much larger buyer of German products than the latter is of Canadian products, the Dominion in 1897 importing $5,785,546 worth from that country.

Great Britain is incomparably above all other nations Germany's best customer. According to the last returns we have to hand, the exports from Germany to Great Britain were valued at 675,522,000 marks, while the next in order was Austro-Hungary, with 373,912,000 marks. Of Germany's total exports, between one-fourth and one-third are to the British Empire.

NEW PASSENGER BOAT LAUNCHED.

On Tuesday, the steamer Toronto for the Richelieu and Ontario Navigation Co., was launched at the Bertram ship yards, Toronto.

The new steamer is of the most modern type. The hull is of open hearth steel, and is of the following dimensions : Length over all, 278 feet ; length of keel, 270 feet ; beam, moulded, 36 feet ; beam, over guards, 62 feet ; depth, moulded, 14 feet. The engines are of triple expansion, inclined jet-condensing type ; cylinders, 28, 44, and 74 inches, by 72 inch stroke. The feathering paddle wheels are 22 feet outside diameter and 10 feet 3 inches face of bucket. The air and feed pumps are attached to, and worked from, main engine. There will be four boilers, of the return tubular type, 11 feet diameter and 11 feet 6 inches long over heads. Each boiler has two 41½-inch outside diameter, Morison suspension furnaces. The boilers are fitted with the Howden hot draft, and are designed for a working pressure of 175 lbs.

The passenger accommodation is first-class throughout, the sleeping capacity being 430 passengers.

The Toronto was designed by A. Angstrom, and constructed by the Bertram Engine Works Co.

TORONTO BRASS CO. IN TROUBLE.

The Toronto Brass Co., Limited, manufacturers of brass goods, etc., Toronto, have assigned to the Trusts Corporation of Ontario, and a meeting of the creditors was held on Tuesday, when inspectors were appointed to look into the estate. The liabilities are $4,400, and the assets, principally in plant, etc., amount to $5,000.

DROPS FROM THE EDITOR'S PEN.

Don't do what will not pay you morally or financially.

Discreetness is as essential in business as it is in politics.

When a commercial traveler is on the road he is on business.

Goods, like men, must have a good reputation to be successful.

If you would be successful do what you can, not what you would like.

System, no merchant can exist without, but o'ermuch of it is injurious.

Every day of rest ought to add a week to the existence of those who partake of it.

Bad business methods will work a hole that will, in time, sink the biggest business afloat.

When men cannot see eye to eye with each other it is sometimes fist to fist that they get.

Business men do much for the politicians, but it is little the politicians ever did for the business men.

Young Leiter is lighter in pocket through his wheat speculating collapse, but heavier in experience.

A man may be rich in money, but if he is poor in character it is very little credit that he will get.

If a man does not set some value upon himself, how in the world can he expect that other people will.

When a man resorts to dishonest methods it is an evidence that he has not brains enough to be wise.

When a merchant treats his customers well it is not a logging chain that he requires in order that he may hold them.

"Remember the Maine," cry our cousins to the south. Yes, it is always well for merchants to remember the main—thing.

If all purposes in life were attained by first efforts, few, if any, great men would there be to-day in business, science, politics or religion.

DETERMINING THE HARDNESS OF IRON.*

By Chas. A. Bauer, Springfield.

INASMUCH as none of the previously known methods for determining the hardness of cast iron has proven to be practicable for a number of reasons, foremost among which was the impossibility of duplicating the results obtained, which was sufficient in itself to demonstrate that the method in question was unsatisfactory in character, it became imperative that some method be devised that would be simple yet reliable, and which would contain none of the objectionable features which are known to exist in other methods.

As the previously mentioned tests were merely superficial, dealing solely with the character of the surface of the metal, which is no indicator of the nature of the material beneath it, we can readily see at what a loss any manager must be who depends upon such tests to control the hardness of the castings. Since the everyday use of these tests was impracticable, the physical charcteristic of the foundry product was determined by inquiries directed to the heads of the different departments where machinery work was done. The results obtained in this way being conflicting, and in many cases contradictory, made it necessary to inculcate into the new method mechanism which was absolutely automatic, in order to eliminate any possibility of personal equation entering into and affecting the results of the tests.

From the fact that with a drill running at a uniform rate of speed and under a constant pressure the number of revolutions which would be required to drill a given depth would be directly proportionate to the hardness of the material being tested, it was deemed expedient to formulate a method along these lines.

DRILL METHOD.

An ordinary drill press was equipped as follows: On the pinion shaft, which raises and lowers the spindle, is attached a wood disk 12 inches in diameter, around the periphery of which is placed a light, flexible wire cable, on the end of which is suspended a weight which maintains a constant pressure upon the drill. The stand drill is now placed in the chuck. The drill spindle has a revolution counter, and by means of magnets and an armature is controlled by the position of the drill in relation to the table. All adjustments are made so that the revolution counter is thrown into gear after the point of the drill is entirely imbedded under the surface of the test piece, and out of gear when the spindle has descended from this point exactly ½ inch.

When the test is to be made the test bar is placed upon the table and the drill is brought down upon its surface; the feed lever is then unlatched and everything is ready for the test. The drill is now rotated at a speed of 250 revolutions per minute and the hole drilled. The revolution counter is electrically thrown into gear after the drill point is buried beneath the surface, and out of gear when the ½ inch from this point has been reached. The reading of the revolution counter now gives us the exact number of revolutions required to drill the ½ inch, and this we term the degree of hardness. The more revolutions required the harder the casting, slight variations in hardness being easily detected.

DRILLS RECOMMENDED.

We have adopted, and would recommend as a standard, a ⅜-inch flat drill having an angle between its cutting edges of 120 degrees and a clearance angle of 10 degrees, running at a speed of about 250 revolutions per minute and having a constant pressure of 160 pounds.

A flat drill has been adopted on account of the facility with which it can be ground to the proper angles. The cutting angle may vary between 115 and 125 degrees without affecting results, but the clearance angle should be 10 degrees. The revolutions of the drill may vary between 240 and 260.

The pressure on the drill should be as near 160 pounds as possible in order to compare with results obtained elsewhere by this method, and should be determined while the drill is in motion. We have placed a small platform scale upon the drill table, then placed the test piece on this scale and found the pressure to be 160 pounds while making a test.

PRESERVE STANDARDS.

After the apparatus has been prepared and standardized it is well to determine the hardness of a long test piece, which should then be put away and preserved as a standard. Any changes which may then take place can be entirely eliminated and results reduced to the standard by the formula,

$$\text{Degrees of hardness} = \frac{Dr}{R'}$$

in which D = the degree of hardness of standard test piece, R = the number of revolutions of drill required to drill that piece under present conditions, and r = the number of revolutions obtained in drilling the piece, the hardness of which we wish to determine.

We make daily tests of our cast iron and mark each piece with its determined degree of hardness, and use any one of them to determine the change in the drill.

We have selected four test bars which represent four grades of hardness. Castings for our purpose should range between that determined for bars Nos. 2 and 3. No. 1 would be considered too soft, while No. 4 would give us trouble in the machine shop and would surely bring in complaints. We repeated the hardness test on each bar, obtaining three results for each bar. We herewith submit results of these tests:

Bar.	Hardness		
No. 1	130	128	129
No. 2	150	149	149
No. 3	170	168	167
No. 4	236	232	230

The greatest variation of results occurred in the drilling of the fourth bar, where it was less than 3 per cent. We therefore believe that we have a reliable test, and one that will prove of great practical value to all foundrymen.

* Paper read at the American Foundrymen's Association, Cincinnati.

A VANCOUVER HARDWARE STORE.

A Vancouver paper says: "The Market Hardware Store, opposite the city hall on Westminster avenue, now owned by Lewis & Sills, has undergone a complete change since coming into their possession some three or four months ago. A splendid new stock has been added, consisting of shelf and heavy hardware, house furnishings, paints, oils, painters' supplies, etc. The firm also makes a specialty of builders' hardware. Messrs. Lewis & Sills have had a long experience in Ontario and the States in the general hardware business, and this, coupled with the fact that they are direct buyers from the manufacturers, places them in a position to successfully cater to the wants of the public. The constant increase of their trade is a direct evidence of this."

THEIR CATALOGUE IS HERE.

Atkinson Brothers, Limited, Milton Works, Sheffield, England, manufacturing cutlers and silversmiths, who contemplate appointing a representative in Canada, have sent a copy of their illustrated catalogue to the office of Hardware and Metal, Montreal, for the information of intending applicants. Those desiring to examine it will find it in the Montreal office, or by request it will be sent to the Toronto, and St John, N.B., offices, and, if necessary, to Winnipeg.

WIRE NAILS
TACKS
WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

DON'T LET THEM HEAR YOU SQUEAL.

By Enterprise.

A STORY comes from the Maine disaster. There's a sad ring to it, but there's a moral for business men. In substances it is as follows: Mike Malone, a fireman on the Maine, was asleep in the berth deck when the explosion occurred. He was a handsome specimen of humanity, big, strong and good natured, but the explosion hurled him from his berth in a horribly mangled condition. One arm had been torn completely from its socket, both legs were broken and his throat was badly cut.

Three sailors, whose injuries were less serious, stood at the rail shouting for help. Malone, though in a dying condition, dragged himself to them and begged them to stop calling.

"Don't let these d—— Spaniards hear us squeal. Let us die like men," was what he said.

How well that principle would apply to some discouraged business men. How many honest men have been pushed to the wall because they squealed too soon. It pays to keep a stiff upper lip. If things go a little wrong find the trouble. Keep working in the right way, and work so carefully and diligently that you will not have time to squeal. Don't let it be known that there's trouble behind the scenes. Keep up the tone of your store, your advertising and yourself. Many a business has been pulled through a tight place in just this manner, while many a proprietor has hastened his doom by talking too much and crying hard times—squealing as it were.—Iron Age.

It Pays to Paint.

The better the paint, the better it pays.

That's the principle we work on.

"Cheap" paint is expensive. People are finding this out more and more as they get experience.

THE SHERWIN-WILLIAMS PAINTS

pay best, because of their great covering capacity, and because of their great durability. Add to this their good appearance, and you have the explanation of their wonderful popularity and large sale.

THE SHERWIN-WILLIAMS CO.

Paint and Varnish Makers,

CLEVELAND
CHICAGO
NEW YORK
MONTREAL
BOSTON

WALTER H. COTTINGHAM,
Managing Director Canadian Dept.

LOSSES THROUGH BAD ROADS.

THE annual report of the Provincial Road Instructor has been issued. It appears from it that Mr. Campbell has visited a great many parts of the Province, and elaborate details as to the needs of municipalities are given. Reports from many cities, towns and villages are also included, and an account of the progress of the good roads movement in the United States is printed. In his introductory article, Mr. Campbell deals with the economic aspect of the question, and speaks of the importance to agriculture of good roads. He says: "A century ago, the roads of Ontario, such as existed, and they were very few, were mere trails. To-day, notwithstanding the amount of money and labor placed on them, the majority are little better than trails. This criticism may seem overdrawn to those who drive over some of the best gravel roads during the summer season, but, if the journey had been made in the fall or spring, the rainy seasons, its fairness would become more apparent. * *

"From the middle of October until the end of December, and from the first of March to the middle of May, a period of five months, by far the greatest part of the mileage of the Province is mud, ruts and pitch-holes. This may vary somewhat at the more northerly and more southerly parts of the Province, but it is the general rule of the average year. Of this period of five months there are at least two months of the year when the roads are practically impassable for loads. From the middle of November until the middle of December, from the middle of March until the middle of April, the agricultural trade of the country is practically cut off. For the remaining three months of the five the roads are barely passable."

The estimated loss to the Province by the absence of good roads, Mr. Campbell estimates at $651,576,000, capitalized at 3 per cent.

PARK HILL HARDWAREMEN.

W. A. Macdonald, hardware merchant, who moved from Glengarry to Park Hill, has, by steady perseverance, built up a fine trade. He has now one of the finest stores in western Ontario. Mr. Macdonald is a pushing young Scotchman, with just enough of the canny in him to make dollars count.

A. W. Humphries, hardware merchant, Park Hill, has been at it again, improving his now mammoth establishment. This time, by elevating his office, he commands a view of both stores and workshops, and, with tube calls and electric bells, he can communicate from his office to any part of the premises.

ADVANCE IN FREIGHT RATES.

An advance in freight rates to the west is to take place on Saturday next, which will affect Ontario and Quebec manufacturers and merchants who do a business with Pacific Coast points. The Transcontinental Freight Bureau, embracing all the western roads, have issued a new tariff, effective on the 25th, from Chicago to the Pacific Coast, in which rates on a number of commodities have been advanced from 20 to 25 per cent., and this, of course, means a similar advance on the through rate from Canadian points. The roads doing the through business are the Canadian Pacific, the Great Northern and the Northern Pacific. The advance in all dry goods is quite 25 per cent., while rates on machinery and stoves will be 20 per cent. higher. There are also advances on metallic shingles, whiskey, high wines and spirits in wood, and on ales and porter, the latter two if in less than carloads. The rates on furniture remain the same.

TRADE CHAT.

AN early closing by-law was introduced into the Colborne, Ont., council last week, but was abandoned owing to its "knottiness," as a local paper puts it.

Petroleum fields and a mica mine have been discovered near Ottawa.

McMillan & Haynes, saw manufacturers, St. Catharines, Ont., have assigned.

The new machine works for Letson & Burpee, Vancouver, are about finished.

The Londonderry Iron Co., Pictou, N.S., is rushed with work, having recently secured some large orders.

Wm. Chisholm, who recently died in Marydale, N.S., erected, during his lifetime, 53 grist mills and over 120 sawmills.

The town of Calgary, by a vote of 176 to 2, has carried a by-law granting the C. P. R. $25,000 for bringing its repair shops to that town.

The Customs Department, at Ottawa, have seized $5,000 worth of corks of American and European manufacture, for undervaluation.

A large company of English capitalists, with a capital of $1,000,000, has been formed to work the iron deposits at Bay de Verde, Newfoundland.

The transcontinental copper telegraph wire being constructed has been completed from Montreal to Winnipeg, and messages are now being sent over it.

A shipment of crockery was made from Lansing, Michigan, to Teheran, Persia, taking over seven months in transit, and only one dish, out of over three hundred, was broken.

Bruce Stewart & Co., iron founders, Charlottetown, P.E.I., are erecting a new foundry 25 x 78 feet, with an annex 25 x 24 feet. This will be fitted with two blast furnaces, and all modern appliances.

The office staff and employes of The McClary Manufacturing Co., London, Ont., have handed to Secretary C. R. Sayer, of the Y.M.C.A., the sum of $162.50, to assist in wiping off the debt on the association building.

The Strathroy Manufacturing Co. has resumed operations under a new management, with Chas. Grist as president. The company will manufacture hay rakes, scythe snaths, horse pokes, corn planters, grain cradles, etc.

W. J. Crossen, manager of the Crossen Car Works, of Cobourg, Ont., is reported as saying in an interview that the establishment of a smelter in Belleville, Ont., would lead to the location of other manufacturers in that city, who would be attracted by the saving of freight on iron, and that many outside manufacturers, his own firm included, would be sure to purchase their supplies there for the same reason.

William Warren, a retired coal oil merchant, formerly of Montreal, now of Toronto, has placed securities, valued at $7,500 in the hands of the Trusts Corporation of Ontario for various city charities

The by-law submitted to the people of Vancouver, regarding the offer of inducements for a smelter there, did not secure the necessary three-quarter vote, the count showing the result to be 325 for and 262 against the by-law.

A by-law will be submitted to the people of Whitby, Ont., authorizing the raising of money for the purpose of granting $10,000 to the King Bros. Co., Limited, of Whitby, who is considering extending its business as manufacturers of leather, etc.

P. J. Loughrin, who has been advocating an export duty on nickel, is authority for the statement that Mr. Clerque, a capitalist, intends erecting a nickel refinery at Sault Ste. Marie, Ont., to cost $1,000,000. Mr. Loughrin also states that contracts for the delivery of 100 tons of nickel ore daily, for five years, have already been secured.

Application for incorporation is being made by T. S. Matheson, Brandon; Wm. A. Matheson, Winnipeg; C. S. Matheson, Portage la Prairie; Jas. Shiriff, Jas. Glass, Wm. McClement, Wm. Aldridge, Jas. Callader and J. F. Howard, of Brandon, to be known as the Brandon Machine Works Co., Limited. The head office of the company is to be at Brandon, the capital stock is placed at $40,000, divided into 1,600 shares of $25 each. The first directors of the company are to be T. S. Matheson, Jas. Shirriff and J. F. Howard.

NEW INVENTIONS.

Below will be found a list of new inventions recently patented by Canadian inventors by the Canadian, United States and English Governments, through the agency of Marion & Marion, New Your Life Building, Montreal:

English patents, — Nos. 26,753, Oscar Legros, North Bay, Ont., fare box; 29,920, Marguerite Drolet, Montreal, pile fabric; 30,675, H. B. Fitzsimon, Wapella, Assa., non-refillable bottle.

American patents,—Nos. 602,484, E. B. Stevenson, Philipsburg, P.Q., clothes tongs; 602,905, J. E. Kennedy, Montreal, improvements in shoes; 604,039, Eug. Godin, Three Rivers, P.Q., acetylene generator; 602,187, Thomas Renwick, Miami, Man., game apparatus.

Canadian patents,—Nos. 60,144, Emilien Rousse, Eeston, Oregon, fanning-mill; 60,158, Wm. Maloney, McLeod, Man., wheel scraper; 60,166, Nap. L. Gobeille, St. Hyacinthe, P.Q., drain ditching plough.

GILBERTSON'S
"COMET"
BRAND

Patent Flattened Galvanized Steel Sheets

made of superior Siemens Steel, by the most experienced workmen; smooth, well galvanized and carefully selected; will double seam either way of grain; are **fully equal** in weight and count of sheets per ton, as well as in quality and finish, to the best known brands imported, and **cost less.**

"Gilbertson's" Tinplates

made of best Siemens Steel, are soft, extra well coated, noted for deep stamping qualities, and for canners' use have no equals. **Cost** no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Ponterdawe," "Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S "REGINA" TERNEPLATES

also Imitation Russia Sheets and best Siemens Steel Sheets, cold rolled, cold rolled and close annealed, also pickled.

If your jobber does not keep these brands address,

ALEXANDER GIBB

Agent . . . 22 St. John St., Montreal.

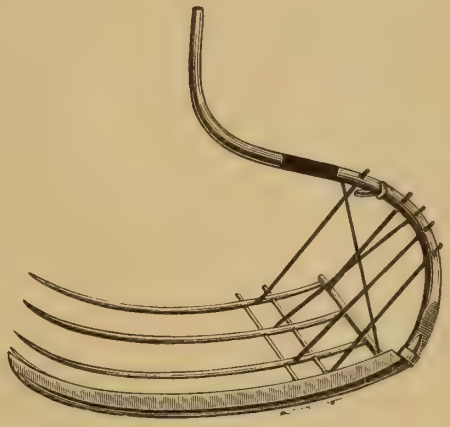
H. S. HOWLAND, SONS & CO.

WHOLESALE MERCHANTS

37 Front Street West TORONTO

Rixford Harvest Tools

HALF MULLAY.



FULL MULLAY.

Ring and Wedge.

Loop and Solid Plate.

Pat. Swing Socket.

Bush Double Ring.

Hay Forks
Straw Forks
Barley Forks
Manure Forks
Potato Forks
Corn Knives

Garden Hoes
Field Hoes
Weed Cutters
Post Hole Spoons
Reaping Hooks

Hoe Handles
Fork Handles
Rake Handles
D. Tops
Ferrules

Scythes, Snaths, Cradles, Scythe Stones,
Hay Rakes, Etc.

H. S. HOWLAND, SONS & CO.

A FULL LINE

GRAHAM Cut and Wire Nails are the Best.

WE SHIP PROMPTLY

ELECTRICITY IN TORONTO.

SOME months ago, the Toronto City Council passed a motion ordering the board of control to advertise for tenders for electric plants, the first to be of 2,000 horse-power and the other of 6,000 horse-power, for lighting the city streets and to supply power to manufacturers.

The board of control asked the city engineer, Mr. Rust, to prepare specifications, and on Monday he forwarded plans for the 2,000 horse-power plant, and for the wholesale supply of power for commercial purposes. As regards specifications for a 6,000 horse-power plant, he reiterated his former report—that he would require expert assistance to prepare proper specifications.

James Milne, an electric expert, was employed to make a report on the cost of an electric power supply for lighting and commercial purposes. His report, which was submitted on Wednesday, shows an average consumption of 16,802 horse-power by steam users in the city, of which 10,000 is used by the Street Railway Co., and 5,800 by manufacturers who would not change from the present methods for one reason or another, leaving only 1,000 horse-power which could be supplied by electric power for commercial purposes. This, added to the 1,200 horse-power now supplied by electricity, makes a total average of 2,200 horse-power, which would be supplied by a municipal plant for commercial purposes.

The maximum amount that would be required at any one time would not amount to over 3,500 horse-power, and should the street lighting, private arc and incandescent lighting be included this amount would not exceed 8,000 horse-power. It would only reach this amount for two hours at the most during the winter months, from 4 to 6 p.m., during which time the light load would overlap the power load, and the average load for the 24 hours would be a trifle over 2,000 horse-power for the whole year.

Mr. Milne states in his report that there is not any complaint regarding the price of power except from a few users of small quantities in outlying districts.

A NEW WASHBOARD.

The progressive dealer is always on the look-out for something new and attractive for his customers. New goods draw new trade and retain your regular customers. A new line of washboards is being placed on the market; something that will give satisfaction and not fall apart after once using. No backs to come off, or warp and twist out of shape. The framework is constructed from selected hardwood, and has a patent ventilating feature to allow the water to drain off, and prevents becoming water-soaked, and corroding of zinc, as happens so frequently. The new line is manufactured in ten grades, with single and double surface, and improved tops. Every board is warranted if branded "Boeckh." Write to Boeckh Bros. & Co., Toronto, for catalogue and prices.

WANT A SHARE OF THE TRADE.

N.Y. Journal of Commerce says: The quantity of machinery and supplies that will be required by the Cataract Power Co., of Hamilton, Ont., Canada, will be considered, and it is believed that ordering for the material needed will take place during the end of this month. As American manufacturers have been able to compete in the class of work about to be undertaken, it is quite likely that many of the contracts will be awarded in this market. Much interest has been taken in the scheme of the Cataract Power Co. to transmit electric energy from St. Catharines to Hamilton, owing to the fact that it is the first attempt in Canada to transmit current a distance of 35 miles. Considerable pipe line will be required, about 4½ miles in length. A power-house is to be erected where the current will be generated and transmitted to the transformer station at Hamilton for distribution for lighting and power purposes. The complete work will cost in the neighborhood of $600,000. A. McDonald & Co., of Thorold, Ont., are the contractors for the canal work, head gate, etc. The Royal Electric Co., of Montreal, are to purchase and supply the electrical machinery. Wm. Kennedy, of Montreal, will be the hydraulic engineer, and T. E. Hillman will be the engineer in charge, and C. W. Moody superintendent of construction of pipe line and power-house.

QUEEN CITY OIL CO. MOVING.

The headquarters of the Queen City Oil Co. has been moved from 30 Front street to the new building at the northwest corner of King and Yonge streets, where the company will occupy the entire top flat.

The founder of this company, Mr. Samuel Rogers, commenced business about 22 years ago, and already the product of this company reaches to every section of Ontario, involving an immense amount of business, embracing not only the output of the Sarnia Oil Co., but the Canadian agency of the Standard Oil Co.

For the expeditious handling of this large business, branches have been established at Hamilton, Ottawa, Brantford, Belleville, Brockville, Kingston, Napanee, Port Hope, Peterboro', Owen Sound, Orillia, Midland, London, Berlin, Woodstock, St. Thomas and Fort Erie.

Emery and Hardware Specialties

Hamilton, Ont. COOKE HARDWARE CO.

PICTURE CORDS, SHADE CORDS, PICTURE and SHADE HARDWARE, SOLID BRAIDED CORDAGE, BICYCLE DRESS GUARD LACING.

.....Ask your jobber for our goods

THE OSSAWAN MILLS CO.

Norwich, Conn., U. S. A.

Covert Mfg. Co.

West Troy, N.Y.

DERBY SNAP Canadian Patent, April 3 1897.

With Plated Rust Proof and Guarded Spring. "The Latest and Best." Sold by all Leading Jobbers in Canada.

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

T. L. Paton.

30 St. Francois Xavier St., MONTREAL.

Agent for: Spear & Jackson, Sheffield, saws, tools, etc.; H. Coghill & Sons, Newcastle, borax, etc.; Starr Mfg. Co., Halifax, N.S., skates; Atkinson Bros., Sheffield, cutlery.

Wholesale trade only.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, **Montreal.**

Representing British and American manufacturers of Tinplates, Tinned Sheets, Terne Plates, Canada Plates Galvanized Sheets, Imitation Russia Sheets Black Sheets—Iron and Steel—Hoops and Binds, Proved Coil Chain, Brass and Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

The Fork Handle Season is now on.

We have a very heavy stock—can ship promptly, and supply the best. Kindly write us for prices and secure samples before booking your orders for Axe Handles for Fall Shipment. We will be in a position to supply thoroughly seasoned goods, and of the finest quality of second growth hickory. We make a specialty of

"Hand Shaved" Octagon Axe Handles

(Made by Indians)

being the largest dealers in Canada in this line. Can give exceptional value in this handle for fall business.

Eastern Agent—W. B. Murdock, Amherst, N.S.
Western Agent—Jno. Burns, Jr., Vancouver, B.C.
Montreal Agent—Alexander Gibb, 22 St. John St.

W. C. CRAWFORD

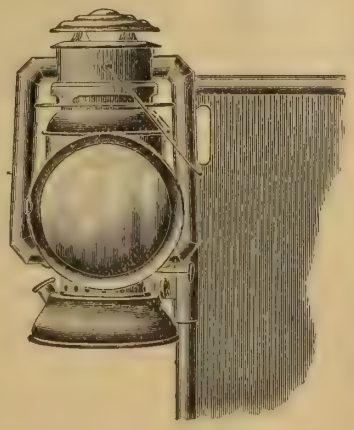
Tilbury, Ont.

We guarantee every Street Lamp we make to give perfect satisfaction, and we know they have no equal. Automatic extinguisher. First-class for summer resorts—not affected by the wind.

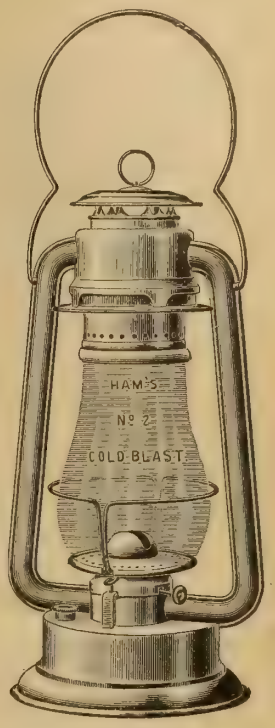
HAM'S
No. 18 Driving Lamp.

"THE DOCTOR'S FRIEND."

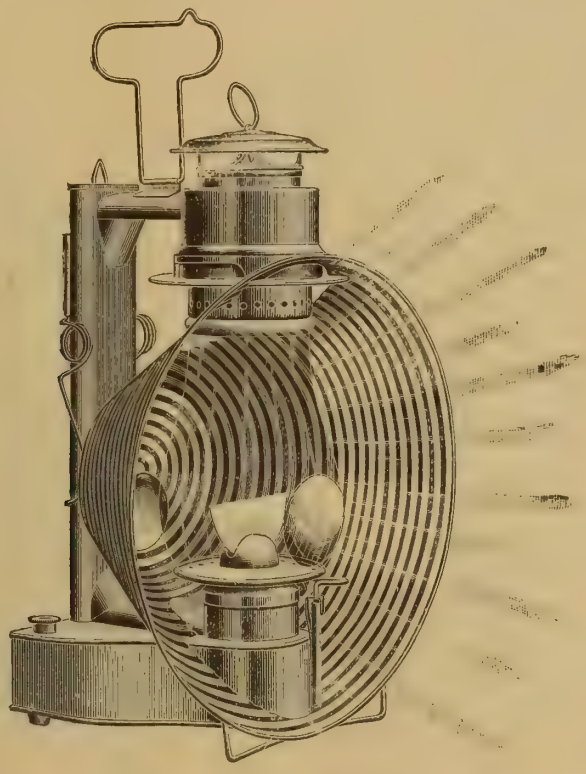
If you have never used Ham's Lanterns or seen them burn it will pay you to specify "Ham's" the next time you order. You will never be satisfied with any other make. Prices help make them so popular.



Showing Lamp in position on end of dash. Can be used on front of dash also, by means of spring on back of dash.



This is the **ONLY** original **COLD BLAST** lantern made. It may be copied, but such imitations are inferior in workmanship and burning qualities. A good lantern for use around windy places—a great seller.



"Slickest thing out." Takes No. 0 globe, ⅝ wick, locked burner. Most popular lantern made. Everybody likes it and you can't blame 'em.

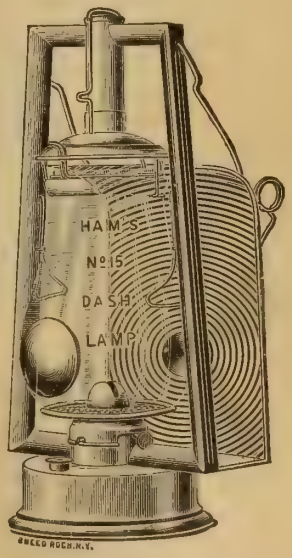
Ham's No. 20 Search Lamp.

Finished in blue japan finish with bullseye or plain globe, as desired. Specially adapted for use on lawns, picnic grounds or summer resorts. Gives a magnificent light and burns so steady in strongest winds.

We Sell to the Jobbing Trade Only.

C. T. HAM MFG. CO.

ROCHESTER, N.Y., U.S.A.



A good combination lantern. Can be used as a common hand lantern or dash-board lamp. Finished in plain tin or blue japan, with plain or bullseye globe.

TORONTO CITY HALL ELEVATORS.

IT will be remembered by readers of HARDWARE AND METAL that the Toronto Board of Control decided that the tenders for the elevators for the new city hall were too high, and rejected them all. Ald. Hubbard was appointed to confer with the architect, with the idea of reducing the expenditure to the appropriation of $30,000. The specifications were accordingly amended, and it was agreed to stop the elevators at the third floor in order to economize.

Three tenders were received on Wednesday, as follows:

No. 1 —Five elevators, $43,400; three elevators, with pumps for five, $37,984; three elevators, with pumps for three, $34,424. Extension to fourth floor, $200 for each elevator.

No. 2.—Three elevators, $32,600, extended to fourth storey, $33,850; three, with plant for five, $36,250, extended to fourth floor, $37,500; five elevators, $45,250, extended to fourth floor, $46,900.

No. 3 —Three elevators, $32,600; three elevators, with plant for five, $35,000; five elevators, $44,900. Extended to fourth floor, $450 per elevator.

The lowest of the original tenders was $45,500 for five elevators and $33,000 for three, to go to the fourth storey. It will be thus seen that the present tenders are considerably higher than the original ones.

This result was a surprise to the members of the board, who expected a marked decrease in the cost. The matter was left over for further consideration.

A HUNDRED MILES AN HOUR.

Mr. A. M. Peterson, of Colborne, Ont., who is in Montreal, has concluded arrangements with the Department of Railways and Canals for the use on the Government railway system of the Cleveland cylinder for engines. The cylinder, which is a Canadian invention, will, it is claimed, develop speed of 100 miles an hour. The locomotives of the Government system will be fitted up with the new cylinder.

AN INGENIOUS BICYCLE DISPLAY.

The Miami Cycle Co., of Middleton, Ohio, manufacturers of the Racycle bicycle, have opened up a retail store on King street west, Toronto. They have a remarkable display in the front of the shop in the shape of a model sprocket wheel eight and a half feet in diameter, showing the position of the bearings in relation to the position of the sprocket weeel and the cranks. The bearings are exposed to view, working behind plate glass, showing, at a glance, the features of the Racycle bearing system. As a display, this model is one of the most ingenious yet seen in Toronto.

LOOKING FOR WESTERN BUSINESS.

Mr. J. F. Tilton, representing W. H. Thorn & Co., of St. John, N.B., spent some days in Montreal recently, the object of his visit being to place the goods of the Coldbrook Iron and Steel Co., Limited, and the Gordon Wire Nail Co. on that market. These goods have a good reputation throughout the Maritime Provinces, and the firm is now looking to the west for increased trade. The Coldbrook Company, associated with the Portland Rolling Mills, a short time ago, acquired control of all the bar iron of the Londonderry Iron Co., and, as the Portland Mills recently closed their doors, the whole stock is now at the disposal of the first named company, and it is taking advantage of this circumstance to open up a western business, especially as no more iron bar will be made by the Londonderry company for at least eighteen months.

WILL CARRY THE MAIL BY MOTOR.

The Canadian Motor Syndicate has received from the Dominion Government the contract for carrying the mail between the Toronto post-office and the Don post-office, calling at Todmorden and Doncaster. The service will begin on Dominion Day. It is intended to place a motor mail van on the route.

Reliable and Popular Summer Stoves.

Just what everyone needs!

QUICKMEAL

BLUE FLAME OIL and GASOLINE STOVES

Take the lead in Simplicity and Economy.

We have many different sizes and styles, with or without high table—one, two or three burners.

If you haven't them in stock send for our catalogue and price list—they're in great demand for city as well as country use.

SOLE AGENTS FOR CANADA.

The Gurney Foundry Co., Limited, Toronto

THE GURNEY-MASSEY CO., Limited, MONTREAL

HERE YOU HAVE IT!

The Newest of the New, the Simplest and Best Oil Stove.

THE STANDARD BLUE FLAME

WITH REMOVABLE TANK AND GLASS SIGHT FEED

FOR COAL OIL OR GASOLINE.

NO JOINTS--IT CANNOT LEAK, NO WICKS TO BURN, ABSOLUTELY SAFE. LIGHTS QUICKLY, COOKS INSTANTLY.

This is a cut of the No. 265, showing how easily the oil reservoir is removed for filling.

Why didn't we think of this before? That's it, why didn't we? A little late, you will say, but there's time enough, **if you'll hurry.**

The Standard Blue Flame is made in the following sizes:

No. 273 full size 2 bur., without oven..... price, $12.00
No. 274 " " 3 " " " ..... " 15.00
No. 275 " " 2 " and step, with oven..... " 20.00
No. 276 " " 3 " " " " ..... " 23.00

No. 251 Low Junior, 2 bur., price, $8.00

No. 260 High Junior, 2 bur., plain, without oven, ...price, $10.00
No. 261 " " 3 " " " " ..... " 12.50
No. 265 " " 2 " and step, with " ..... " 17.00
No. 266 " " 3 " " " " ..... " 20.00

No. 252 Low Junior, 3 bur., price, $10.50.

An oven furnished with any stove when so ordered.

Prices given are subject to the regular dealers' discount and terms. We guarantee the STANDARD to work perfectly. You take no chance. **NOW, DON'T** lay this aside, but order samples if you wish a simple, safe, smokeless Blue Flame oil stove. All sizes ready for shipment. As Catalogues are not ready, order by these numbers.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL, P. Q.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 24, 1898.

HARDWARE.

BUSINESS in general hardware has been quieter this week, and this is not unexpected at this period of the year, for the midsummer weeks very seldom furnish any activity. No further changes of importance are noted, rope maintaining the advance noted last week, while other lines generally displayed steadiness. Barbed wire is much quieter than it was last week, and though plain is still asked for, it is in smaller quantities. Wire nails are still reasonably brisk, with values still unsettled, A quiet trade is noted in cut nails, and the same can be said of screws and bolts, while horseshoes and horse nails are less active than they were. Clothes wringers, freezers, hinges and green wire cloth still attract considerable attention, while spades and shovels are duller than they were. Cement and firebrick rule quite firm.

BARB WIRE—Business has been quiet during the past week, and a few orders are noted. The basis is unchanged, at $2 f.o.b. Montreal.

PLAIN WIRE—The quantity moving is smaller than it was, and there are few forward orders noted either. Discounts are 40 per cent. on oiled and annealed, and on galvanized 35 per cent.

WIRE NAILS—There has been a good movement in these, but, though $1 80 is the nominal jobbing basis, it is more than likely it would be shaded before a seller would consent to lose an order.

CUT NAILS—There is a quiet, steady trade in staple sizes of these, and prices are steady at $1.85 f.o.b. Montreal, Toronto, Hamilton and London, with the usual allowance of 10c. per keg for large quantities.

HORSE NAILS — Continue quiet and steady, with discounts 50 per cent.

HORSESHOES—Business is less active than it was. We quote as follows : Iron shoes, light and medium pattern, $3.25; snow shoes, $3.50; steel shoes, Nos. 0, 1 and 2, $5; Nos. 3, 4 and 5, $4.25 ; assorted, 0 to 5, $4.75; new light pattern, all sizes, 1 to 5, $3.50 ; toe-weight steel shoes, all forward, $5.50.

SCREWS—Demand continues fair. Discounts are : Flat head bright, 87½ and 10 ; round head do., 80 and 10 ; flat head, brass, 82½ and 10; round head brass, 75 and 10. Machine screws, iron and brass, flat head, discount 30 per cent.; round head, 25 per cent.; coach screws, 75 and 10.

BOLTS—Trade continues good. Discounts are: Carriage bolts, ¼ to 5-16, 70 per cent.; ⅜ and up, 60 and 10; machine bolts, ¼ and 5-16, 70 per cent., and ⅜ and up, 65 and 10 ; stove bolts, 70 and 5, and tire bolts, 70 and 5.

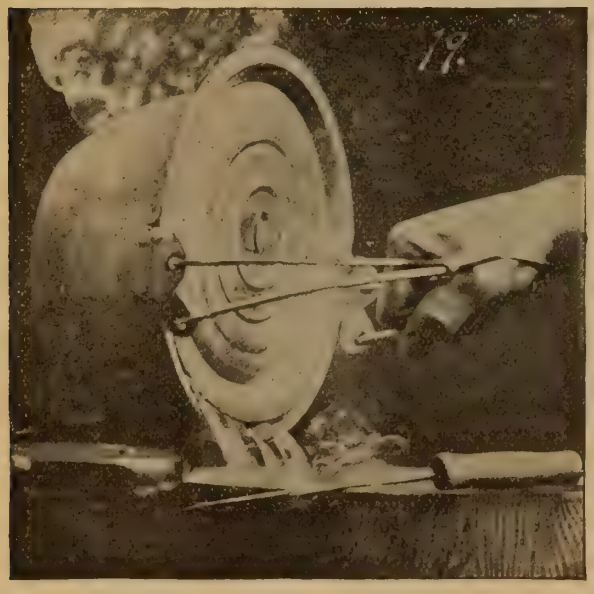
RIVETS—Demand is light. Discounts are : Iron rivets, black and tinned, all sizes, 65 per cent. Copper rivets, 50, and washers, 50 to 50 and 10 per cent.

BRASS AND COPPER WIRE — Very little doing, and the base price unchanged at 20c.

CLOTHES WRINGERS—There has been a fair enquiry for these at $29.

FREEZERS—As last reported, with trade fair.

Enamelled Preserving Kettles



When ordering be sure and state "McClary's Enamelled Wares."

Queen of Kitchen

Patented in Canada, U.S., England, France and Germany.

Made only in "Imperial" ware. Sizes Nos. 24 to 32 inclusive.

Their Advantages

The steam cannot scald the hand while pouring.
They carry level by either bail and cannot tip.
The cover retains small articles while draining.
They are safe for children to use, and equally safe for adults.
They cost only a trifle more than ordinary kettles and can be sold for 25c. extra.

Made in ordinary **"FAMOUS"** and **"IMPERIAL"** ware.

Sizes Nos. 18 to 40 inclusive.

Every piece guaranteed perfect and thoroughly coated.

The ingredients used in their manufacture are the best obtainable, and are perfectly free from all poisonous materials.

Being perfectly coated they cannot spoil the fruit.

Order early and save yourself disappointment later on. If you want your goods quick, order from McClary's.

THE McCLARY MFG. CO. *LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.*

VANDERGRIFT
APOLLO
IRON & STEEL COMPANY
BEST BLOOM
TRADE MARK
PITTSBURGH

APOLLO BEST BLOOM
GALVANIZED IRON.

We never have stenciled an order of galvanized iron false to its gauge. Such orders go to cheap makers, generally, of course.

Apollo Iron and Steel Company,
Pittsburgh, Pa.

Drain Pipes and Connections
Sewer Bottoms (Inverts)
Farm Tiles
Oakum and Gasket
Portland Cements
Contractors' Supplies.

F. HYDE & CO.
31 Wellington street, **MONTREAL**

Abbott & Co.
ROLLING MILLS
. . MONTREAL

MERCHANT BAR IRON—

		BRAND
Best Refined	Bar Iron	AVB
" "	Rivet Iron	AVB
" "	Horseshoe Iron	
Ex. Best "	Bar Iron	AXB
" "	Rivet Iron	AXB
" "	Stay Bolt Iron	AXB
" "	Hammered Iron	AHB
" "	Charcoal Iron	ACB

Tyre, Sleigh Shoe,
Axe and Rivet STEEL.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

HINGES—There is a quiet demand for all staple sorts. Prices are steady at $3.50 for 6 to 12 and $2.50 for 14 inch.

GREEN WIRE CLOTH—Going out well at steady prices.

SPADES AND SHOVELS—There is less enquiry for these, while discounts are unchanged at 40 and 10 per cent.

TOOLS—Harvest tools of all descriptions are well enquired for.

GARDEN HOSE—The same remarks apply to this article.

CHURNS—Remain much as they were last week, a fair demand being noted.

BUILDING PAPER —Moving quietly in a small way at steady prices.

CUTLERY —Quiet and unchanged.

CORDAGE—Continues firm at last week's advance. We quote: Sisal, 7-16 and up, 12c.; ⅜, 12½c.; 5-16 and ¼, 13c., and 3-16, 13½c.; manilla, 7-16, 13¼c.; ⅜, 13½c.; 5-16 and ¼, 14½c., and 3-16, 14¾c.

CEMENT—There has been a fair demand for cement, and some round lots of Belgian have been sold on Quebec account. We quote as follows: English brands, $2.25 to $2.35; German, $2.30 to $2.45; Belgian, $1.80 to $2 per bbl., and Canadian, $1.60 to $1.80, as to brand, ex wharf.

FIREBRICKS—There has been a fair trade in these, and prices are quotable at $16 to $21 per 1,000 as to brand.

METALS.

The heavy iron and metal market has contributed nothing striking. Prices generally are steady, in fact, firm, while trading is working into its narrow midsummer proportions.

PIG IRON—There have been a few car lots of Hamilton and Scotch pig put through at steady prices. We quote: No. 1 Hamilton, $15 to $16; No. 2, $14.50 to $15; Ferrona, $15; Siemens $15, and Summerlee and equal brands, $17, ex wharf, and $18 to $18.50 ex yard.

BAR IRON—Very little doing with prices unchanged on the basis of $1.40.

BAND IRON—Continues the same, at $1.75.

HOOP IRON—Light demand, at $2.

SHEET IRON—We quote as follows: $2.15 on 10 to 16 gauge; $2 on 18 to 20 gauge; $2.10 on 22 to 24 gauge; $2.20 on 26 gauge, and $2.25 on 28 gauge.

SHEET STEEL—12 gauge, $2.15 per 100 lb.; 16 gauge, $2.30; 18 to 20, $2.20 to $2.30; 22 to 24, $2.20 to $2.30; 26, $2.25 to $2.35; 28, $2.35 to $2.45; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26, $3.75.

LEAD PIPE—Composition waste 7½c., and lead pipe 7c., discounts 25 per cent.

GALVANIZED IRON—Quite active. We

Established 1866.

A. C. Leslie & Co.

Iron, Steel, Metals,
Tinplates, Wire,
Railway Supplies, etc.

Board of Trade Building, **MONTREAL**

We are headquarters for everything we handle, and claim all our brands to be FIRST CHOICE.
Inquiries solicited from wholesale buyers.

Sanderson's Tool Steel in stock.

Poultry Netting
— and —
Wire Fencing

all widths, weights and meshes in stock. Selling agents for McMullen's celebrated goods. . . . . .

The B. Greening Wire Co., Limited
HAMILTON AND MONTREAL

THE LEADER BARREL CHURN has more improvements than any other Churn on the market. Gives users better satisfaction. Requires less effort to operate and is more active than ordinary churns. Has patent gas vent, malleable handle and special locking attachment.

Ask your dealers for "THE LEADER" Sold everywhere

THE DOWSWELL MANUFACTURING CO., Limited
HAMILTON ONT.

NOVA SCOTIA STEEL CO.
Limited
NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
And SIEMENS MARTIN
Open Hearth Steel

quote : "Queen's Head," $4.15 to $4.25 ; "Comet," $3.75.

TINNED IRON—Steady.

PIG LEAD—Very firmly held at $3.80.

INGOT TIN—Firm, 16½c.

INGOT COPPER — Very little doing, 13 to 13½c.

SHEET COPPER — Quiet and unchanged ; 16½c. for 14-oz., and 15½c. for 16-oz.

CANADA PLATES—Buyers who tried to fill some round orders this week found that prices were quite firmly held, and we quote: 52's, $2.20 to $2.25; 60's, $2.30, and 75's $2.40 to $2.45. Full polished, $3.

TIN PLATE—We quote as follows : Coke, I.C., $2.90 to $3.25 ; charcoal, I.C., Allaway or Comet brands, $3.50; do, I.X., $4.10 to $4.25; Lincoln, $3.75 ; P. D. Crown, I.C., $3.95 ; do. I.X., $4.95 ; Bradley's, $5.75.

TERNE PLATE—Steady at $6 to $6.25.

COIL CHAIN—Fair trade. We quote : ¼-inch, $5 ; 5-16, $3.50 ; ⅜, $3.25 7-16, $3.15 ; ½-inch, $3, and ⅝ up, $2.85.

SHEET ZINC—Quiet, at 5½c.

SOLDER—Steady, at 11 to 11½c.

SPELTER—Unchanged. Vieille Montague $5.25, and American, $5.

ANTIMONY—Casks, 9½c.

IRON PIPE—Firmer. We quote: Black pipe, ¼-inch and ⅜-inch, $1.95 ; ½-inch, $2.20 ; ¾-inch, $2.65 ; 1-inch, $3.65; 1¼-inch, $4.75 ; 1½-inch, $6.25, and 2-inch, $8.25. Galvanized, ½-inch, $3.85 ; ¾-inch, $4.70 ; 1-inch, $6.50 ; 1¼-inch, $9 ; 1½-inch, $11.50, and 2-inch, $16.

SANITARY WARE—Without new feature.

GLASS.

Cables on glass from primary markets are much firmer than they were, makers asking 20 per cent. advance above what they quoted for spring importation. On spot no change is noted, and the movement is of a quiet steady character. We quote: First break, $1.40; second, ditto, $1.50 per 50 feet, and third break, $3.10 per 100 feet.

PAINTS AND OILS.

The volume of business in this department continues to be well maintained. Supplies are not over abundant so that prices, generally, continue very firm. The one exception is turpentine, which has again receded 1c. (to 45c. for single barrels) and continues weak. Linseed oil maintains its firmness without change in figures. Domestic oil is becoming scarce, which, with the heavy consumptive demand, gives a firm outlook, and indicates higher figures, especially in the west. Varnish gums, of good quality, continue to advance in price, and are so scarce as to be a constant source of anxiety to our varnish makers. There is room for a revised list of prices in this line, but active competition delays it. There is probably no market in the world in which varnishes are so cheap as in Canada, a fact which probably explains the increasing exports to Australia, and even to England. White and red lead, prepared paints, etc., continue in good demand at former quotations.

WHITE LEAD—Best brands, Government standard, $5.62½ ; No. 1, $5.25 ; No. 2, $4.87½ ; No. 3, $4.50.

DRY WHITE LEAD—$4.75 in casks; kegs, $5.

RED LEAD—Firm ; casks, 4½c. ; kegs, 4¾c.; No. 1, casks, 4¼c.; kegs, 4½c.

WHITE ZINC PAINT—Pure, 6½c.; No. 1, 5¾c.; No. 2, 5c.

PUTTY—We quote : Bulk, $1.65 ; bladder in bbls., $1.80; bladders, in cases, $1.95; in tins, $2.05 to $2.30.

LINSEED OIL—Raw, 49c.; boiled, 52c., five-barrel lots one cent less net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—One to five barrels, 46c.; the same terms as linseed oil.

PARIS GREEN—Pure, in barrels, 16¼c.; 250-lb. kegs, 16½c ; 50 to 100-lb. drums, 17c.; 1-lb. packets, 18c. ; 1-lb. tins, 18½c.

MIXED PAINTS—Steady ; $1 to $1.20 per gallon.

CASTOR OIL—Quiet at 10 to 10½c.

SEAL OIL—37½c.

COD OIL—Supplies light, and prices firm at 40c.

NAVAL STORES—Resins $2.75 to $4.50, as to brand ; coal tar, $3 to $3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

HIDES.

These continue quiet and unchanged. We quote: No. 1, 11c.; No. 2, 10c., and No. 3, 9c.

PETROLEUM.

There has been no further change in petroleum. We quote as follows : Canadian Crown Acme, 14c.; refined, 12c. in car lots, and 13c. in smaller quantities ; American prime white, 14½c. in small lots ; water white, 15c.; Pratt's astral oil, 17c.

MONTREAL NOTES.

Window glass has advanced 20 per cent. lately at primary points.

There have been some fair contracts in Hamilton and Scotch pig, but general demand is dull.

Over 5,000 barrels of Belgian cement were contracted by a Quebec buyer this week at $1.80.

Oscar P. Boulard and Martin Horace Boucher, doing business as Boulard & Co., dealers in hardware, paints and oils, Montreal, have assigned. The liabilities amount to $3,400, the largest creditors being the Moffatt Stove Co., Weston, $544; D. Houle, $278 ; Kemp Manufacturing Co., Toronto, $253 ; rent, $593.

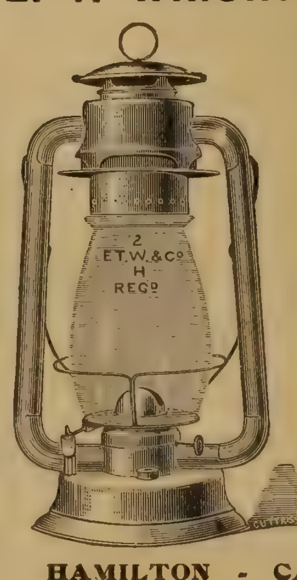
OAKEY'S
'WELLINGTON'
KNIFE POLISH
The original and only Genuine Preparation for Cleaning Cutlery.
JOHN OAKEY & SONS LIMITED
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 650 Craig Street
MONTREAL

We are the Oldest and Largest Manufacturers of
SCREWS and BICYCLE PARTS
in the Dominion. You know what that means, that if you want proper goods at proper prices you should write us, which please do if interested.
The . . .
John Morrow Machine Screw Co.
Ingersoll - Ontario.

"THE DAISY"

Barrel Churn with Roller Bearing Stand is the favorite, and takes the lead everywhere. More sold than all other kinds. Improved vent supplied when required. The old style clumsy stand is not to be compared with our neat, strong, common sense, Roller Bearing Stand. Buy The Daisy, or you will miss it.
THE WORTMAN & WARD MFG. CO., LIMITED.
Headquarters, London, Ont.
Eastern Branch, 60 McGill St., Montreal, Que.

E. T. WRIGHT & CO.

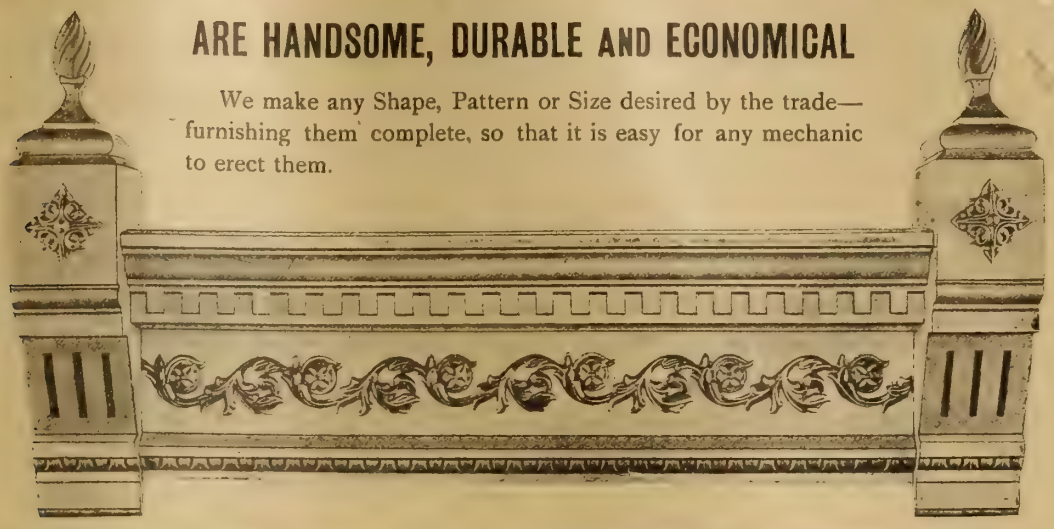


Manufacturers of . .
Tubular and Cold Blast Lanterns
Bird Cages
Mouse Traps
Flour Sifters
Stamped Re-tinned and Japanned
...TINWARE
HAMILTON - CANADA.

OUR METALLIC CORNICES

ARE HANDSOME, DURABLE AND ECONOMICAL

We make any Shape, Pattern or Size desired by the trade—furnishing them complete, so that it is easy for any mechanic to erect them.



Also **METALLIC SKYLIGHTS, DOORS AND WINDOW CAPS, AND SHEET METAL FRONTS**

For use on new buildings, or for renovating old ones.

Be up-to-date and handle these popular lines. Write for our new catalogue, with full details about all our fireproof goods.

METALLIC ROOFING CO., Limited, 1179 King Street West, **Toronto.**

ONTARIO MARKETS.

TORONTO, June 24, 1898.

HARDWARE.

BUSINESS in wholesale hardware is still fairly brisk, although if anything the volume of business is scarcely as active as it was. Barb wire is still going out from local stocks. Oiled and annealed fence wire continues in good demand, although some manufacturers report a falling off in sales. There are still brisk sales to report in wire nails, and an improved demand is to be noted for cut nails. Horseshoes and horse nails continue quiet. Bolts are still going out in a satisfactory manner. Trade has fallen off in clothes wringers, but in churns business continues good. In spades, shovels and harvest tools, a good seasonable trade is still being done. In some lines of the last-named, there is still a scarcity to be noted. A fair sorting up trade is being done in cutlery. There are no changes in prices to be noted.

BARB WIRE, ETC.—There is still a demand for barb wire, and no difficulty is now being experienced in supplying the demand. In plain twist, however, a scarcity is to be noted. We quote: $1.80 f. o. b. Cleveland, and $2 from stock, Toronto. Terms, 30 days or 2 per cent. 10 days.

ORDINARY FENCE WIRE, ETC.—The demand is still brisk for oiled and annealed wire, although some manufacturers are not doing as much business as they were. Galvanized wire continues quiet. A fair demand for coppered spring wire is being experienced. Discounts are: Annealed, oiled and annealed, 35 per cent.; galvanized, 30 per cent.; terms 4 months, or 3 per cent. 30 days; bright wire, 65 per cent.

WIRE NAILS—Trade is still fairly good. Prices are still low. The ruling quotation is still $1.85 per keg, Toronto.

CUT NAILS—The demand has been better, but principally for the smaller sizes. We quote: Base price, $1.85, Toronto, Montreal, London and Hamilton. Freights equalized from these points.

HORSE NAILS—The demand is still principally for the Acadian counter sunk head, but trade on the whole is quiet. Discount, 50 per cent.

HORSESHOES—Trade is exceptionally quiet. We quote: Montreal, $3.25; Toronto, and Hamilton, $3.35; London and Guelph, $3.40.

SCREWS—A satisfactory trade is still to be noted. Discounts are as follows: Flat head bright, 87½ and 10; round head bright, 80 and 10; flat head brass, 82½ and 10; and round head brass, 75 and 10 per cent. Machine screws, iron and brass, flat head, 87½ and 10 per cent.

BOLTS—Business continues good, particularly in carriage, tire, and stove bolts. Discounts are: Common carriage bolts, ¼ to 5-16 inch, 70 per cent.; ditto, ⅜ and larger, 60 and 10 per cent.; full square bolts, 70 and 10 per cent.; Norway carriage bolts, 70 and 10 per cent.; tire bolts, 70 and 5 per cent.; machine bolts, 60 and 10 per cent.; coach screws, 70 and 10 per cent.; blank bolts, 60 per cent.; sleigh shoe bolts, 80 per cent.; plough bolts, 60 per cent.; stove bolts, 70 and 5 per cent.; tire bolts, 70 and 5 per cent. Nuts, square, 4¾c.; hexagon, 5¼c.

RIVETS AND BURRS—There is still a fair demand, particularly for copper rivets. We quote as follows: Carriage section, wagon box rivets, etc., (steel) 65 per cent. off the list; ditto (Norway iron) 60 per cent.; black M rivets, (steel) 65 per cent.; ditto (Norway iron), 60 per cent.; iron burrs, 55 and 5 per cent.; copper rivets, 50 per cent.; bifurcated, with box, $1.25.

ROPE—The demand has fallen off materially, and what is going out is principally in the smaller sizes. We quote as follows: Sisal, 7-16 in. and larger 11⅞c.; ⅜ in., 12⅜c.; ¼ and 5-16 in., 12⅞c.; Manilla, 7-16 in. and larger, 13⅛c.; ⅜ in., 13⅝c.; ¼ and 5-16 in., 14⅛c.; deep sea line, 13½c.

for water laid, and 14½c. for machine-made; hemp, 7 to 9c ; lath yarn, 10¼c.

CHURNS — Trade continues good. We quote discounts 60, 10 and 5 per cent. Delivery points are Toronto, Hamilton, London and St. Mary's. Terms, 4 months or 3 per cent. off for cash in 30 days.

CLOTHES WRINGERS — Shipments are light, the demand having fallen off. We quote as follows: "New Leader" and "Lightning," $30 per doz.; "Royal Canadian," with brass corners, $29.50.

BELTING — Much as before. We quote leather belting as follows: Agricultural, 65 and 5 per cent.; Standard, 50 per cent.; extra, 45 per cent. Rubber belting: "Lion" and "Star," 57½ to 60 per cent.; "Red Strip," 45 to 47½ per cent.

HINGES — A large quantity of barn door hinges are moving; also heavy T and strap. We quote: 6 to 12 inch, inclusive, at $3.15 per 100 lb., and 14-inch and upwards at $2.35; light T and strap, 70 and 10 per cent.; screen door hinges, $9.50 per gross pair.

GREEN WIRE CLOTH — Is still going out steadily. We quote: $1.20 per 100 square feet. Terms, 4 months or 3 per cent. 30 days.

POULTRY NETTING—A steady demand is still to be noted.

SPADES AND SHOVELS—The demand is not quite as brisk as it was, but a fairly good business is still being done. Discount, 40 and 10 to 45 and 2½ per cent.

HARVEST TOOLS—Trade continues good. Quite a number of grain cradles are moving. In snaths, a scarcity is to be noted.

GARDEN HOSE—A fair trade is to be noted. We quote: "Lion" and "Western," 70 to 70 and 5 per cent.; "Competition," 75 to 77½ per cent.

BUILDING PAPER — Not much doing. We quote as follows: Plain building, 27 to 28c. per roll; tarred lining, 35 to 37c., according to quality; tarred roofing felt, $1.40 for 10 oz. and $1.45 for 16 oz. per 100 lb.; "Cyclone," 40c. for plain and 45c. for tarred.

WARE — Business in both tinware and granite ware has not been as good as it was.

CEMENT—Business continues active, with prices unchanged. We quote in barrel lots: Canadian Portland, $2.70 to $2.90; English do., $2.85 to $3; Belgian do., $2.75; Canadian hydraulic cements, $1.10 to $1.25; calcined plaster, $1.90 to $2.

METALS.

A little better business is to be noted in sheet steel, pig lead and galvanized pipe. In other metals trade is much as before.

PIG IRON—There is little or nothing doing in the local market. We quote as follows: United States pig iron f.o.b. cars Toronto, in bond, as follows: No. 1 foundry, Lake Superior ore, $11.80 per ton; No. 2 ditto, $11.55; No. 1 Northern American soft, $11.80; No. 2 ditto, $11.55. Hamilton iron, No. 1, in 100-ton lots, is quoted at $14. on track Toronto.

BAR IRON—Trade continues quiet and uninteresting. We quote base price $1.45 to $1.55 from stock, and $1.35 to $1.45 from factory.

HOOP AND BAND IRON—Business is not as active as it was a week ago. We quote: Band iron, 1 to 6 inch, $1.85 for Canadian and $2 for imported; smaller sizes extra. Hoop iron, $2.

SHEET STEEL—Trade has been a little better during the past week, principally in the No. 1 quality. We quote: 12 gauge, $2.25 per 100 lb.; 16 gauge, $2.40; 18 to 20, $2.30 to $2.40; 22 to 24, $2.30 to $2.40; 26, $2.35 to $2.45; 28, $2.45 to $2.55; "Dead Flat," 14 to 16 gauge, $3.25 per 100 lbs.; 18 to 20, $3; 22, $3.10; 24, $3.50; 26 gauge, $3.75.

BLACK IRON—Still further improvement in the demand is to be noted. We quote: 10 to 12 gauge, $2.25 to $2.40 per 100 lb.; 14 to 16 gauge, $2.60 to $2.70; 18 to 20 gauge, $2.30 to $2.40; 22 to 24 gauge, $2.25 to $2.35; 26 gauge, $2.30 to $2.40; 28 gauge, $2.45 to $2.55.

GALVANIZED IRON—Business is not as active as it was a week ago, shipments not being so large. We quote as follows: Queen's Head (case lots), 16 gauge, 3⅞c.; 18 to 24, $3.87½c.; 26, 4⅛c.; W. G. 28 gauge, $4.37½c.; Gordon Crown (case lots), 28 gauge, 4¼c.; 26 gauge, 4c.; 22 to 24 gauge, 3¾c. per lb. American (case lots), 28 gauge, $3.80; 26 gauge, $3.55; 22-24 gauge, $3.30; 18 to 20 gauge, $3.05. Small lots in all the above are ¼c. per lb. higher than figures named.

PIG LEAD — Trade has been a little better during the past week, a few large sales having been reported. We quote 4 to 4¼c. per lb.

INGOT COPPER—Trade is as a rule quiet, with quotations unchanged at 12½ to 13c. per lb.

INGOT TIN—Business has been steady, although no large quantities are going out. We quote 17 to 17½c. per lb.

SHEATHING COPPER, ETC.—Quiet. We quote: Sheathing copper, 15½ to 16½c., according to weight and quantity; braziers', 15½ to 17½c. per lb., according to gauge.

MILK CAN TRIMMINGS—Still a little doing. Discount, 25, 10 and 7½ per cent.

IRON PIPE—Quite a number of shipments of iron pipe have been made during the past week. Galvanized pipe is moving more freely. We quote as follows: Black pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to $2; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch, $3.60; 1¼ inch, $4.75; 1½ inch, $6.20;

ONTARIO LEAD AND WIRE CO'Y, Limited
TORONTO.

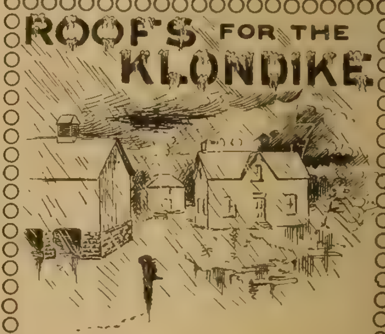
Manufacturers of . .
"Somerville's" Absolutely Pure and Decorators' Extra
WHITE LEAD
also
"Ontario" Pure, Nos. 1, 2, 3 and 4.

Wire Nails . . .
Barb Wire and Staples
Ross Braid
Ribbon Fencing
Shot, Lead Pipe, and Traps

Importers and dealers in
PLUMBING AND STEAM FITTERS' SUPPLIES

Factory—55, 57 and 59 Richmond St. East.
Office—54 and 56 Lombard Street.
Telephones—763 and 1092.

WRITE FOR OUR PRICES



Roofs must be chosen with care and judgment in any country, and especially so in Canada.

All our products are constructed for use in Canada, and ample provision is allowed for contraction and expansion, and we guarantee them to be water, wind, and storm proof.

Up-to-date information and fully illustrated catalogues of Steel Roofings, Sidings and Ceilings sent free for the asking.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

2 inch, $8.30. Galvanized, ½ inch, $3.50 to $3.80; ¾ inch, $4.20 to $4.60; 1 inch, $5.85 to $6.20; 1¼ inch, $8.05 to $8.25; 1½ inch, $11 to $11.25.

RANGE BOILERS—Trade continues fair. We quote as follows: Galvanized, 30 gals, $5.25 to $5.50; 35 gal., $6.25 to $6.50; 40 gal., $7.25 to $7.50; copper, 30 gal., $22; 35 gal., $26; 40 gal., $30; discount off copper boilers, 25 per cent.

CANADA PLATES Not a great deal doing. We quote as follows: Half-polished, 52-sheet boxes, $2.35; ditto, 60-sheet boxes, $2.40; dull, 75-sheet boxes, $2.50; ditto, "Alaska," $3.

TIN PLATES—Trade is good and stocks are fairly complete. We quote as follows: Cokes, $3 to $3.10 for 14 x 20; do., squares, $3.15 to $3.25; $6.25 for 20 x 28; charcoal plates, $3.50 to $3.60 basis for good brands.

TINNED IRON—A steady trade is still to be noted. We quote as follows: 5½c. in case lots for 22 to 24 gauge, and 2¾c. in lesser quantities; cut to size, 24 gauge, case lots, 4¾c.; small lots, 5c.; 26 gauge, standard size, 6c. for case lots, and 6¼c. for small lots.

TERNE PLATES—A number of good shipments have been made during the week. We quote: I C, $6 to $6.75; I X, $7.50.

COIL CHAIN—Quiet. We quote: ¼ in., $4.65; 5-16 in., $3.75; ⅜ in., $3.25; 7-16 in., $3.15; ½ in., $3.10; ⅝ in., $2.80; ¾ in., $2.75.

SHEET ZINC—Is in fair demand. We quote cask lots at 5¾c., and small quantities at 6c.

SOLDER—Trade is fair. We quote: Standard, 11½c. per lb. for quantities, and 12c. for small lots; strictly half and half, 12c. for quantities, and 12½c. for small lots.

ANTIMONY—The improvement in the demand noted last week has been maintained. We quote: Cookson's, cask lots, 10½c.; smaller quantities, 11c.; other makes, 8½ to 9c.

ZINC SPELTER—Trade is fair, at 5c. for ton lots, and 5¼c. for small quantities.

PAINTS AND OILS.

There has been a good movement in white lead and linseed oil during the past week, but turpentine is almost lifeless. The bottom has been practically knocked out of the primary market for the latter article, when the extremely low price of 23¾c. per wine gal. was reached to-day, The price in Toronto is unchanged. It will be noticed that a quotation is made this week in United States castor oil as well as the East India article. This is made necessary by the fact of the United States article arriving in considerable quantities. Genuine French V.M. white zinc is quoted 25c. higher this week.

STANDARD of AMERICA for 30 Years

NICHOLSON FILE CO.
Providence, R.I., U.S.A.
Largest Producers in the World

BRITISH PLATE GLASS COMPANY, Limited. Established 1773.

Manufacturers of POLISHED PLATE, SILVERED PLATE, BEVELLED PLATE, CHEQUERED PLATE, AND ROUGH PLATE GLASS. BENDERS AND BRILLIANT CUTTERS. Estimates and designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: 'Glass,' St. Helens. Telephone No. 68 St. Helens.

This advance has just been made in Toronto, though the outside market has been higher for some time. Trade generally is moderately brisk.

WHITE LEAD—Ex Toronto, pure white lead, $5.75; No. 1, $5.37½; No. 2, $5.00; No. 3, $4.62½; No. 4, $4.25; dry white lead in casks, $5.10.

RED LEAD—Genuine, in casks of 560 bs., $4.75; ditto, No. 1, in casks of 560 lbs., $4.50; genuine, in kegs of 100 lbs., $5; ditto, in kegs of 100 lbs., No. 1, $4.75.

LITHARGE AND ORANGE MINERAL—We quote: Litharge, 6 to 6½c.; orange mineral, 6½ to 7½c.

WHITE ZINC—Genuine, French V.M., in casks, $5.50 to $5.75; Lehigh, in casks, $4.37½ to $4.50.

PARIS WHITE—We quote 90c.

WHITING—55c. per 100 lbs.; 50c. per 100 lbs. in 5-barrel lots. Gilders' whiting, 80c.

GUM SHELLAC—In cases, 22c.

PLASTER PARIS—Ordinary, $1.75 per barrel; New Brunswick, $2.10 per barrel.

PUMICE STONE—Powdered, $3 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

PARIS GREEN—Kegs, 16½c.; 50 and 100-lb. drums, 17c.; 1-lb. packages, 18c.; 1-lb. tins, 18½c.; cases, ½-lb. boxes, 19½c.

LIQUID PAINTS—Pure, $1 per gallon; No. 2 quality, 90c. per gallon.

SEAL OIL—Is quoted at 59 to 60c. per gallon, and yellow seal at 49 to 50c.

CASTOR OIL—East India, in cases, 9½c. per lb. and 10½c. for single tins; United States, in cases, 8½c., and 9½c. for single tins.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 50c.; boiled, 1 to 4 barrels, 53c. Prices in Toronto, Hamilton, London, are 1c. per gallon less.

TURPENTINE—We quote for outside western points, freight allowed, 1 to 4 barrels, 45c.; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, and London are 1c. less than the above. Terms, net 30 days.

GLASS.

The majority of import orders have been received, but some are not likely to arrive before July. This will, of course, be satisfactory to importers, as the extra rebate on duty during that month will be an item worth considering. It is said, in fact, that some houses are purposely delaying shipments to take advantage of this rebate. The movement from stock has opened up well. Prices are unchanged. We quote as follows: First break in 50-foot boxes, $1.45, and in 100-foot boxes, $2.75; double diamond, under 25 united inches, $4, Toronto, Hamilton and London; terms, 4 months or 3 per cent. 30 days.

OLD MATERIAL.

Business continues active in all lines. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 52½c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 40 to 50c. per 100 lbs.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7¾c. per lb.; bottoms, 7½c.; heavy copper, 8 to 8½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 6c.; heavy red scrap brass, 7c.; scrap lead, 2⅛ to 2⅜c.; zinc, 2c; scrap rubber, 3½ to 3¾c.; good country mixed rags, 65 to 75c.; clean dry bones, 35 to 40c per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—The feeling is firm, with an all-round advance of 1c. to be noted. We quote: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.; cured, 9½ to 10c.

CALFSKINS—Dealers consider prices too high, and are not anxious to buy. We quote: No. 1 veal, 8 lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Nominal. The season is over. Lambskins, however, are in fair demand at 30c., and shearlings, at 20c.

WOOL—The market is slow, country dealers considering the price low, while the city jobbers claim it is too high. Unwashed is selling at 10 to 11c. and fleece at 16 to 16½c.

PETROLEUM.

Business has brightened up considerably. Prices are unchanged. We quote at Toronto, as follows: Canadian, 13½c.; Sarnia water white, 15c.; American water white, 17½c.; Pratt's astral, 16c., in bulk.

COAL.

There is little doing, with prices unchanged. We quote anthracite at Buffalo and bridges as follows: Egg, nut and stove, $4.25; grate, $4 per ton.

MARKET NOTES.

White zinc is quoted 25c. higher.

United States castor oil is offered here at 1c. below the market price of the East India article.

Friday next, being a public holiday, HARDWARE AND METAL will go to press one day earlier than usual. Advertisers and others are kindly asked to govern themselves accordingly.

The "Phœnix" bicycle, which M. & L. Samuel, Benjamin & Co. have now handled for two years, has again this year sold well, but the firm has still a few wheels left which it will dispose of at low figures.

AN "OBSOLETE" CYCLE.

A friend of mine bought a cycle from a well-known maker, three years ago. He paid a good price for it, and was assured that the machine would last many years. Last week, he had occasion to go the manufacturers to renew a small component part which had got broken, but was at once met with the reply: "This is a '94 machine, and obsolete; we do not keep fittings of this kind any more." My friend reminded the firm that when they sold him the machine they expressly recommended it because it would last for many years, and asked them to reconcile this with their inability to supply fittings. He further mentioned that his connection with the press would enable him to make his experience widely known, and after considerable discussion the fittings were somehow supplied to him.

My friend, who is not a man given to seek morals in things, made no comment upon his statement, but it seems to me that I may as well point the moral myself. It is this: That the time has gone by when the principal purchasers of machines were people who could afford to invest in a new one every season or two. Bicycling has now become a necessity to a large class of people, who expect their machines to last for several years, and are not particular about the latest fashion. Manufacturers would, therefore, consult their own interests in taking care to have a sufficient supply of accessories to meet reasonable demands.—"Vulcan," in Ironmonger.

MANITOBA MARKETS.

WINNIPEG, June 21, 1898.

BUSINESS is very active just now in many lines, especially oil stoves, gas stoves, freezers and the like. The barbed wire famine reported last week still continues, although several carloads have been received.

Rope continues to advance, and has gone up $1 per hundred since last week; sisal, 7-16 and larger is now quoted at $13, and manila, $14.50; all other sizes in proportion.

One of the features new to the building trade of Winnipeg, which is being introduced in the Bank of Hamilton building now in course of erection, in this city, is the terra cotta fireproof bricks for a vault and divisional walls and for casing for the iron pillars which support the front of the building. These bricks are brought from Chicago, and are the first of their kind used in any building in Winnipeg. The cost per 1,000 is about four times that of the ordinary bricks. It appears that there is an abundance of clay suitable for making these bricks in Manitoba, but the possible trade would not yet warrant the expenditure of money for plant.

George D. Wood & Co.'s great building is up to the third storey, and begins to show something of the beauty of the finished design.

The McIntyre building is being pushed with great vigor, and soon the unsightly boarding along Main street will be a thing of the past.

Preparations for the Winnipeg Industrial Fair, now the great event of the year, are approaching completion. Manufacturers of agricultural implements are making a great bid for public attention, and more space has been applied for than ever before. This year, all dairy machinery will be exhibited in operation.

Prices in all lines, with the exception of rope, remain unchanged.

OFF THE ROAD—INTO BUSINESS.

Mr. Robert Rolston, who has represented H. S. Howland, Sons & Co. in Manitoba and the Northwest, has retired from "the road," and in future will give all his time and attention to the retail hardware trade in Winnipeg, as a partner in the firm of Graham, Rolston & Co. The Messrs. Howland have not yet appointed his successor.

PERSONAL MENTION.

Mr. Walter Grose, of Montreal, was in Toronto this week on business.

Mr. Ralph B. Baker, formerly vice-president of the Hamilton Hardware Co., has severed his connection with that company, and is now with the Vokes Hardware Co., of Toronto.

REPRESENTATIVE WANTED.

ATKINSON BROS., LIMITED, MANUFACTURers Cutlery, Sterling Silver, and Silver Plated goods, are open to appoint an agent for the whole of Canada. Address, Milton Works, Sheffield, England. (27)

TENDERS FOR STEEL RAILS.

SEALED TENDERS addressed to the undersigned, and endorsed "Tenders for Steel Rails," will be received up to noon on Tuesday, 2nd August next, for the supply of—

1,000 Tons of 50-lb. Steel Rails and fastenings to be delivered C. I. F. on the Prince Edward Island Railway wharf at Summerside, Prince Edward Island.

5,000 Tons of 80-lb. Steel Rails and fastenings to be delivered on the Intercolonial Railway wharf, at St. John, New Brunswick.

All the above to be delivered in the month of April, 1899.

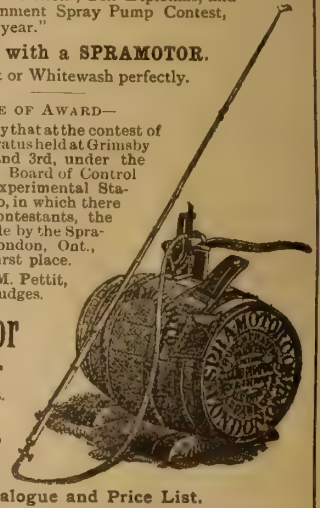
Specifications, Conditions, Forms of Tender and all other information will be furnished after 20th June, 1898, on application at this office, or at the office of the High Commissioner for Canada, London, England.

By order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 1st June, 1898. (26)

R. C. LEVESCONTE
Barrister, Solicitor, Notary, Etc.
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets
. . . TORONTO
Telephone 689.
Cable "LeVesconte" Toronto.

Portland Cements
Best German, English and Belgian Brands
Calcined Plaster.
Fire Bricks and Clay.
Drain Pipes.
Builders' and Contractors' Supplies.
Largest Stocks. Lowest Prices.
Send for Quotations.
W. McNALLY & CO.
MONTREAL.

"Painting with a Pump"
EXCLUSIVE AGENCY given to the right people in unoccupied territory.
AWARDED Three Medals at Toronto and London Exhibitions, Ten Diplomas, and the Government Spray Pump Contest, "within a year."
You're safe with a SPRAMOTOR.
It will Paint or Whitewash perfectly.
CERTIFICATE OF AWARD—
This is to certify that at the contest of Spraying Apparatus held at Grimsby on April 2nd and 3rd, under the auspices of the Board of Control of the Fruit Experimental Stations of Ontario, in which there were eleven contestants, the Spramotor, made by the Spramotor Co., London, Ont., was awarded first place.
H. L. Hutt, M. Pettit, Judges.


Spramotor CO.
357 . . Richmond St.
London, ONT.
Send for Catalogue and Price List.

WORLD'S PRODUCTION OF LINSEED

"A YEAR ago," says Dornbusch, "we called attention to the shrinkage in the cultivation in India, and now the returns to hand for 1896-97 show it to be the smallest for the whole series, but considerable allowance must be made in the latest outturn, owing to the famine that prevailed. No statistics as to the crop of 1897-98 have yet been received, but a recent forecast to hand for all India says 'the area under linseed is everywhere smaller than the average, but the prospects were, on the whole, fair, though in Berar the crop is already known to be very poor.' Russia is represented to be worse in its yield than either of the two previous years, although much better than in 1894, 1893 or 1892. Any data as to the Argentine yield is not available, but one can gauge fairly well from the exports as to what that country produces, which last year, as is well known, was worse than either 1896 or 1895. North America was likewise smaller in its yield, and for the latter part of last year ceased shipping to Europe. Looking to the exports, each country sent off less than the previous season, the combined total showing a deficit of about 180,000 tons. On the other hand, the United Kingdom received from Russia the largest quantity on record, but, with other supplies much restricted, the aggregate imports for the year were nearly 650,000 quarters below 1896, and the smallest since 1893. The average for the six years comes out at 1,180,801 tons in the world's crop yield, and 1,927,752 quarters in the United Kingdom's imports."

The production of leading countries for a series of years follows :

	British India. Tons.	North America. Tons.	Russia. Tons.	Summary. Tons.
1897	217,506	273,000	516,100	1,006,606
1896	358,000	402,000	698,300	1,458,300
1895 ...	326,000	355,000	566,500	1,247,500
1894	625,000	177,000	403,500	1,205,500
1893	584,000	236,500	363,400	1,183,900
1892 ...	487,000	260,000	234,000	983,000

COOKING BY GAS.

COMMENTING on the advantages of cooking by gas, the American Gas Light Journal recently drew attention to the success attending the experiment at that famous hostlery, the Astor House, which our contemporary says can boast of being a pioneer among American hotels in the matter of cooking by gas. It discovered some years ago the advantages of the method, which other hotels and restaurants have only come to perceive recently. So, when inquirers go to the manager of the Astor House to ask him how he likes his apparatus for cooking by gas, his first answer is apt to be a little indignant. Would he have been using it for six years or more if he didn't like it? Then, settling down to something more specific, he will declare that he would not take $1,000 for his combination broiler, or his gas range, if it were not possible to replace them. Everybody knows how large a transient custom the Astor House restaurant has. On days such as the Washington Centennial, or the Grant Monument Day, or when the city is crowded with strangers, the number of chops and steaks broiled and served in the Astor House is almost fabulous. Yet the combination gas broiler in the kitchen is ready to meet all demands, and could broil for a regiment every day if necessary. How much does the gas cost? Well, they refuse to discuss that question at the Astor House. All they look to is the results—perfect cooking, satisfied guests. A few dollars more or less do not count in comparison ; but the cost is surprisingly small, all things considered.

CONCENTRATED ENERGY.

"THE only valuable kind of study," said Sydney Smith, "is to read so heartily that dinner-time comes two hours before you expected it ; to sit with your Livy before you and hear the geese cackling that saved the Capitol, and to see with your own eyes the Carthaginian sutlers gathering up the rings of the Roman knights after the battle of Cannæ, and heaping them into bushels, and to be so intimately present at the actions you are reading of, that when anybody knocks at the door it will take you two or three seconds to determine whether you are in your own study or on the plains of Lombardy, looking at Hannibal's weather-beaten face and admiring the splendor of his single eye."

Don't dally with your purpose.

"The one serviceable, safe, certain, remunerative, attainable quality in every study and pursuit is the quality of attention," said Charles Dickens. "My own invention, or imagination, such as it is, I can most truthfully assure you, would never have served me as it has but for the habit of commonplace, humble, patient, daily, toiling, drudging attention." When asked on another occasion the secret of his success, he said : "I never put one hand to anything on which I could throw my whole self."

"Be a whole man at anything," wrote Joseph Gurney to his son ; "a whole man at study, in work, in play."

"I go at what I am about," said Charles Kingsley," as if there was nothing else in the world for the time being. That's the secret of all hard-working men ; but most of them can't carry it into their amusements."

Many a man fails to become a great man by splitting into several small ones, choosing to be a tolerable Jack-of-all trades than to be an unrivaled specialist. Such people produce admiration but not conviction.

S. T. Coleridge possessed marvelous powers of mind, but he had no definite purpose ; he lived in an atmosphere of mental dissipation which consumed his energy, exhausted his stamina, and his life was in many respects a miserable failure. He lived in dreams and died in reverie. He was continually forming plans and resolutions, but to the day of his death they remained resolutions and plans. He was always just going to do something, but never did it. "Coleridge is dead," wrote Charles Lamb to a friend, "and is said to have left behind him above forty thousand treatises on metaphysics and divinity—not one of them complete!"—Pushing to the Front.

THE CYCLE MOUSE.

Talking of cycles reminds me of a story just told to me by a lady, who assures me, somewhat unnecessarily, that it is absolutely true, writes "Vulcan" in Ironmonger. She kept her bicycle in the cellar, where it was suspended by ropes from the ceiling. One night last week a mouse ran down the rope, and presently got on to the front wheel. Its weight caused the wheel to revolve, and the more the animal strove to regain the top the harder the wheel went round. At six o'clock the next morning, when the servant entered the cellar, a gaunt and haggard grey animal, despair painted on its features, was found still making strenuous efforts to reach the top of the wheel. The wheel was still spinning, and the cyclometer marked sixty-eight miles. Moral : None.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Doyle's Patent Fire-proof Paint

FIRE BRICK, FIRE CLAY

DIPLOMAS 1892, WHEREVER EXHIBITED.

Toronto Industrial ; Western Fair, London, Ont. ; Great Northern, Collingwood.....Diploma and Aluminum Medal and Life Membership to Inventor, by the Association of American Inventors, Philadelphia.....Diploma and Gold Medal, Paris (France), and Life Honorary Membership to Inventor, by the Academy of Inventors, Manufacturers and Exhibitors.

Ask your hardwareman for it, if not in stock.

For particulars address—

The R. J. Doyle Manufacturing Co.
Limited

Lock Drawer 464, OWEN SOUND.

ISLAND CITY

Paint and

Varnish Works

. . Manufacturers of . .

READY MIXED PAINTS and FINE COACH VARNISHES.

WAREHOUSES : 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS 274 St. Patrick St., MONTREAL.

MACHINERY AND MECHANICAL DEPARTMENT.

TO KEEP OIL OUT OF BOILERS.

MANY of the great ocean liners, which must use the condensed steam in order to avoid filling the boilers with salt water, use filters to extract the grease from the water before it reaches the boiler at all, says New York Engineer. Various filtering mediums are used for this purpose. On some of the Sound steamers straw or hay is used, while, in other instances, cast iron boxes tightly packed with sponges have been tried. On the White Star steamers the Edmiston filter is used, the oil in this case being extracted by diaphragms of woven filtering materials, compressed between perforated metallic plates, and this form of grease filter has been highly recommended. For land purposes, where space is not such an important consideration as at sea, both sand and coke have been used, and there is no doubt that by the use of a sufficiently thick layer of such materials, and by frequent renewals, much of the grease from condensed steam may be removed and the water made fit for boiler feed purposes.

Where there is lime in the feed water the presence of oil in the boiler is especially objectionable, as a soft, spongy mass is formed, which collects upon crown sheets and flues, often with most disastrous results.

There are two points in this matter which, if observed, would enable much of the trouble to be avoided, and that too without involving recourse to any special appliances. In most instances, far too much oil is fed into the steam, and the engines would work all right with very much less oil than is usually fed to the cylinders. A good quality of oil should be used, but the quantity fed should be made a minimum, not only for economy in first cost, but also for protection to the boilers. In nearly every case a most wasteful excess of oil exists, and there is loss at one end from excessive oil bills and at the other end from damaged boilers. In one well known instance, a careful engineer was using eight drops of oil to one revolution of the engines, and it was found that this could safely be reduced to one drop to eight revolutions without injury to the cylinders from insufficient lubrication.

Another point is to be noted in regard to the character of the lubricant. The high grade cylinder oils are supposed to be made from mineral sources and to contain no animal matter. Now, kerosene oil and its derivatives are found not to be injurious to steam boilers, but, on the contrary, are frequently introduced in order to loosen border scale and prevent its formation. The principal difficulty occurs with the small percentage of animal oil, which, in order to improve the lubricating qualities, is often mixed with cylinder oils. Animal oil should never be permitted to enter the boiler, and the lubricant used in condensing engines should be carefully examined, and the absence of animal oil assured. When this is done, and when, by close and careful experiment, the very least quantity of lubricant possible is used in the cylinders, the best precautions against injury to the boilers will have been taken.

MACHINERY NOTES.

A Canadian patent has been issued to Wm. Clark, Galt, Ont., for a saw-setting machine, so constructed that it will automatically and regularly feed the saw to the setting dies, which are so arranged as to set the teeth at any desired angle to the blade.

The Ottawa Car Co. is placing a plant in their factory for the manufacture of rubber tires for carriages. The company has already received numerous orders.

STRIKING AND BEAUTIFUL.

The Canadian Horse Nail Co., of Montreal, is issuing a hanger to its patrons. It is one of the most striking and handsome things of the kind which has ever reached this office. On the obverse side is the head of a handsome horse thrust through one of those little ventilating windows which are to be found in every well appointed stable. The breezes are blowing the animal's forelock, the eyes are bright with expression, the veins standing out upon the animal's intelligent face, and the whole picture is decidedly life-like. On the reverse side of the hanger is a sort of illustrated catalogue of the various descriptions of horse nails made by the firm.

PLUMBERS' OFFICIAL BULLETIN.

The official bulletin of the Master Plumbers' Association of Canada has been issued by the executive of the association.

It contains a list of the members of the various branches of the association. The total number of firms belonging to the association is 379, of which number 121 members are in Montreal, 59 in Toronto, 51 in Quebec. Nearly all the smaller cities and many of the larger towns of Canada have branches with from one member upwards.

The bulletin contains a list of the supply houses in accord with the association, according to the resolution passed at the convention of the association, last year, when it was decided that members of the association should confine the purchase of plumbing, gas, steam and hot water materials to manufacturers and jobbers who sell goods to master plumbers, gas, steam and hot water fitters only.

In the convention announcements an invitation is extended to every master plumber, gas and hot water fitter in Canada, and to all manufacturers and dealers in accord to attend the convention.

The bulletin contains some practical tables regarding tubular stationary boilers, standard flanges, etc.

HAD TO GET A NEW WAREHOUSE.

The Fairbanks Co. which has been doing business throughout Canada for over 40 years finds its trade increasing to such an extent that it has recently decided to open an extensive warehouse in Montreal, from which place all Canadian orders can be filled with even greater despatch and satisfaction than heretofore. The large building, No. 749 Craig street, has been secured, and extensive alterations and improvements made, enabling the company to use the four flats and basement to the best advantage.

It is proposed to carry, and have always in stock, a full line of scales, asbestos disk valves, asbestos packed cocks, store and warehouse trucks, portable forges, factory and mill supplies, etc., and all goods sent from this branch will be inspected, and orders filled according to Canadian requirements.

The company manufactures about 7,500 modifications of weighing-machines, and will make a special effort to meet all requirements. One of the latest improvements, which will be of interest to many, is a scale, the beam of which prints tickets registering the weight of the load upon the platform, thus doing away with all possibility of mistake, and keeping a record for future reference.

One of the features of interest to visitors to the warehouse is a display of the numerous gold, silver and bronze medals awarded the firm from all the leading exhibitions of the world, certifying, as they do, to the high quality of its goods.

A RIVAL TO ACETYLENE.

According to The Monitore Tecnico, a new gas has been discovered by Dr. Edoardo Balestra, an eminent Italian chemist. It is said to be greatly superior to coal-gas both for heating purposes and as an illuminant ; its capability in the latter respect rivalling that of acetylene itself. The Balestra gas is composed mainly of the vapors of petroleum and benzine ; and it is said to give a flame of intense luminosity and heat proportionate to the admixture of air with the vapors.

EXCELSIOR

Potato Bug Killer

SANDERSON PEARCY & CO.

TORONTO

Fishing Tackle.

ALLCOCK'S STAG BRAND

goods are the best. When you buy from us you buy from the largest makers and oldest house in England. Established 1800.

TRADE MARK

The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and
REDDITCH, ENGLAND.

Sole wholesale selling agents for THE DOMINION HAMMOCK MANUFACTURING CO., Paris, Ont.

James Warnock & Co.

. . . GALT, ONT.

Manufacturers of

AXES, EDGE TOOLS
SPRINGS AND GEARS

FAIRBANKS STANDARD SCALES

Railroad Track, Hay, Hopper, Grocer and Counter Scales, embodying many late improvements, as well as the same high quality which has made them the **World's Standard Scales.**

SPECIAL SCALES for all purposes made to order.

All scales made in conformation with Canadian requirements, and shipped, inspected, from Montreal.

The cheapest scales per year of service.

The Fairbanks Company

in order to give better attention to their Canadian customers have opened a new warehouse at

749 Craig Street, MONTREAL

Where they will constantly keep on hand an extensive stock of **Fairbanks Standard Scales, Fairbanks Asbestos Disk Valves, Asbestos Packed Cocks, Store and Warehouse Trucks, Portable Forges, Factory and Mill Supplies.**

TRADE IN OTHER COUNTRIES THAN OUR OWN.

PIG IRON IN THE UNITED STATES.

SOUTHERN pig iron has sold lower during the past week. There have been several lots sold, varying from 1,000 tons to considerably more than that amount. Otherwise, the local market has been without special feature. The weakness in the south is confined chiefly to the soft and forge grades. Routine work is the chief business of local furnaces, steadily turning out a product and shipping it to consumers, who bought it long ago. The present market for local irons is neglected by both buyer and seller to a very large extent, but, for small lots, consumers keep applying steadily. There is, perhaps, less complaint by shippers of tardy deliveries, but local furnacemen are not actively seeking trade. Eastern furnaces are doing a fair business in this market, one sale of 1,000 tons of Youngstown iron being noted this week.—Iron and Steel, Chicago.

AMERICAN CARS AT BERLIN.

Twenty American electric street cars were recently delivered in Berlin, and 100 more have been ordered. They are required immediately, and the order was therefore placed with an American firm that was able to deliver them in Berlin at the same price and in about one-fourth of the time required by German manufacturers.—Street Railway Review.

BICYCLE TRADE IN JAPAN.

According to a New York paper, advices from Japan say that any bicycle which could sell at 100 yen ($50) in gold would meet a ready demand there. The bicycle should be strong, light and handsomely decorated. The Japanese being of small stature the wheels required would have to be 22 or 23 inches.

A VIEW OF THE TIN PLATE TRADE.

The prices of tin plates have advanced, at least, 4½ to 6d. per box as a result of the scarcity of plates, caused by the stoppage of works, which failed to procure coal and bars owing to the colliers' strike. The strike over, matters will again wear their normal aspect. Bars will be sold at their usual price. Coal will not maintain its price of to-day. But why should tin plate employers not maintain prices which would then enable them to pay to their workmen the wage rate asked for, and also leave a fair margin of profit for themselves? As the employers will be meeting shortly as a body to consider the new list, would it not be to their own interest to consider this question, and join hands with the men in bringing about this state of affairs? Should they deliberately turn a deaf ear to all this, I don't think the men will be responsible for any position they may create for the employers if they take advantage of the opportunity when it arises. Surely the best mode of procedure would be that an understanding was attained between master and workmen, and the most practical course would be through the men's officials. — Industrial World, Swansea, June 10.

THE IRON AND STEEL TRADE.

The iron and steel trade is reported more quiet than it has been for some time, but there is a banking of Bessemer furnaces that is stiffening the prices for their output, while the prices of southern iron are weak owing to the breaking of the agreement. But Chicago sold 10,000 tons of rails last week and booked orders for steel from Calcutta and Honolulu, and manufacturers of various sorts are buying iron freely.—N. Y. Journal of Commerce.

TIN IN GREAT BRITAIN.

The Board of Trade returns give the imports for May as 1,893 tons, and the exports as 3,846 tons, compared with 1,732 tons and 1,249 tons respectively in the same month last year. The market has been firm, with a good business passing, and prices have again sustained an appreciable advance. Quite a "bullish" tone characterized the market in the middle of the week, and predictions of considerably higher values were indulged in, the excellent demand encouraging sanguine hopes. Speculation has been upon a good scale, and "bulls" are undoubtedly having by far the best of it. A feature which has had considerable effect upon the sentiment of operators is the excellent consumption reported to be going on in the United States.

NEW YORK MARKETS.

JUNE 22, 1898.

PIG TIN—There was a decidedly sharp advance in London prices and that operated to solidify the strong tone which developed in the New York market late on Monday. Assistance was given also by rather larger demand from out of town trade and consumers. A foreign syndicate, to which reference was made last week in this column, is evidently exerting considerable influence, not only in London,, but in this market. The impression prevails here that this syndicate virtually controls about three-fourths of the supply of tin in sight. Business was effected here at prices in line with 15.20 to 15.25c. net and 15.30c. free on board, for lots of five tons and over. The steamer Minnewaska brought 100 tons, making total importations of 1,330 tons thus far this month. There is now afloat for this country about 3,060 tons.

COPPER — The market was rather slow and bare of really new feature. In fact, there was little movement outside of deliveries in execution of old orders. Prices are somewhat unsettled, with weakish tendency. Lake Superior ingot was offered outright at 11⅞c. and could probably have been secured at 11¾c. for future delivery. Electrolytic bars, etc., are quoted at 11⅝c. and casting stock at 11⅜ to 11½c., according to brand. London cables were again weakish and quoted about 2s. 6d. decline on merchant bars.

PIG LEAD — Dealings here were not remarkable for size, individually, or for volume, but the demand was fairly large, and, in connection with more than ordinary reserve on the part of smelters, served to keep the market decidedly firm. Sales were made at 3.95 to 3.97½c. to a fair extent, but at the close little or nothing could have been secured at less than 4c. for prompt or near future delivery. The western markets were quoted about 0.2½c. higher, with moderate offerings.

SPELTER—Prices were moved up to about 5.25 to 5.35c. for prime western and the market had a decidedly firm appearance. In short, it was no easy matter to secure other than inferior brands at less than 5.35c. The demand is only fair at the moment, but supplies are well in hand and the current production unusually well controlled. The London market was cabled firm at £19 18s. 9d. for good merchant brands.

ANTIMONY—The market remains strong, with prices ranging from 9c. for Hallett's up to 9½ to 9¾c. for Cookson's, for spot or near future delivery.

IRON AND STEEL—The various branches of the market remain in a quiet condition. Orders for crude material are moderate and of about usual character for this season of the year. For rails, structural material and other finished products the demand continues moderate.

TIN PLATE—Moderate business only is taking place, and offerings are somewhat freer, particularly of American cokes for delivery after July. Business could doubtless be effected at 2½c,, probably at 5c., under the prices generally quoted, or say, on the basis of $2.75 at mill for 100-lb. Ternes are easier in price and more freely offered.—N.Y. Journal of Commerce.

ADVANCE IN FEATHER DUSTERS.

HARDWARE AND METAL has been advised by Boeckh Bros. & Co. that prices on feather dusters, of all kinds, have advanced considerably during the past week. The cause of the advance is attributed to scarcity of feathers.

VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well Pumps, Casing, Tubing Fittings, Drilling Tools, Cables, etc.

IRON FENCING

and all kinds of

Iron, Wire and Brass Work

Address—

Toronto Fence and Ornamental Iron Works

(Joseph Lea, manager

ADELAIDE ST. WEST

PARIS ELECTRO PLATING CO.

Manufacturers of

Stove Trimmings, Piano and Organ Trimmings, Piano Stool Feet, Novelties, etc. Bicycle Work a specialty. Special attention given to Job Work of all kinds in Brass and Nickel Plating.

PARIS ELECTRO PLATING CO., Paris, Ont.

Quotations gladly given.

PATENTS PROMPTLY SECURED

Write today for a free copy of our interesting books "Inventors Help" and "How you are swindled." We have extensive experience in the intricate patent laws of 50 foreign countries. Send sketch, model or photo. for **free advice. MARION & MARION,** Experts, New York Life Building, Montreal, and Atlantic Building, Washington D C.

The Portland Rolling Mills Co., Limited

Manufacturers of

Refined Bar Iron
Railway Spikes
Pressed Spikes
Nails and Tacks
" Diamond " Brand Horse Shoes

ST. JOHN, N.B.

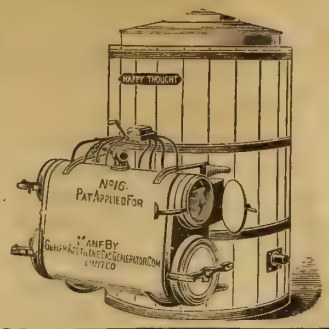
TRADE MARK J REGISTERED.

"JARDINE" TIRE UPSETTERS WILL UPSET TIRES

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

T PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.



ACETYLENE GAS

Perfect Light. Perfect Safety.

Our Machine is Automatic. Safe.

Sold only through the local Hardware and Plumbing Trades, etc.

No Peddling. Write Us.

THE GUELPH ACETYLENE GAS CO. Limited

GUELPH, ONT.

Brushes Brooms Woodenware

There are some of HARDWARE AND METAL'S readers who haven't yet sent for our Illustrated Catalogue. They may think of us as simply "Brush Makers or Broom Makers," but we also carry one of the largest stocks of Woodenware in the country.

Our Brushes run from the household "Scrubber" to the finest Painters' Camels Hair. Our Brooms, from the light, yet strong, Bamboo Handle Carpet Broom to Pocket Whisks. Our Woodenware, from Clothes Pins to Wash Boards—from Snow Shovels to Butter Spats.

"The best of each kind for the price you pay."

Boeckh Bros. & Company, Mfrs.

Toronto, Ont.

Montreal Branch—1 and 3 De Bresoles St.

Agencies at Winnipeg, Halifax, Vancouver, Glasgow.

It Leads Them All.

Where accurate weighing is required use

Gurney Standard Scales.

FULL LINE OF

WAREHOUSE (Portable or Dormant)
HOPPER SCALES
DAIRY SCALES, COUNTER SCALES
WAGON SCALES
TRACK SCALES

THE GURNEY SCALE CO., - Hamilton, Ont.

WALTER GROSE, 30 St. Dizier St., Montreal, Que.

Agent for Montreal and Eastern Provinces.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PARADIS & JOBIN have been appointed curators of Nester Desilets, general merchant, St. Stite, Que.

E. W. Gosline, sawmiller, Andover, N.B., is asking an extension of time.

Assignment has been demanded of Chas. A. Charlebois, contractor, Montreal.

J. E. Murgatroyd, general merchant, Smithville, Ont., has assigned to John B. Brant.

W. Y. Cannon, general merchant, Sharbot Lake, Ont., has compromised at 20c. on the dollar.

The Toronto Brass Co., Limited, have assigned to the Trusts Corporation of Ontario, Toronto.

Boulard & Co., hardware merchants, Montreal, have assigned, and a meeting of the creditors will be held on the 28th inst.

Geo. R. Leask, furniture dealer, Massey Station, Ont., has assigned to John Leask, Gore Bay, Ont., and a meeting of his creditors will be held on the 27th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

The American Wringer Co., Montreal, has dissolved.

Houle & Pillegrini, manufacturers of washing machines, Montreal, have dissolved.

Munn & Miller, bicycle dealers, Vancouver, have dissolved, L. G. Munn retiring and Wm. Bismark admitted.

Florian Duval and Wm. J. Pelly have registered partnership under the style of Duval & Pelly, machinists, Montreal.

Louis J. Pothier and Eugene Pothier have registered partnership under the style of L. J. Pothier & Fils, contractors, Montreal.

Joseph Blais, David Grenier and Wilfred St. Laurent have registered partnership under the style of Blais, Grenier & St. Laurent, carriagemakers, Sherbrooke, Que.

SALES MADE AND PENDING.

The assets of Pelletier, Fils & Cie., general merchants, Fraserville, Que., have been sold.

The plant, etc., of the Lucknow Central Furniture Co., Limited, Lucknow, Ont., is advertised for sale.

Mason & Co., hardware dealers, Montreal, are selling out with the intention of retiring from business.

F. H. Barr, hardware dealer, Montreal, is selling out at auction, with the intention of retiring from business.

The assets of Boydell & Davis, general merchants, Robinson, Que., are to be sold at auction on the 29th inst.

The assets of Letang, Letang & Co., wholesale hardware dealers, Montreal, are to be sold by auction on the 27th inst.

The stock, etc., of the estate of Joseph E. Hull, harness dealer, Comber, Ont., is advertised for sale by auction on the 30th inst.

CHANGES.

The Brandon Machine Works Co., Brandon, Man., is applying for incorporation.

J. A. McNaughton, general merchant, Lakeside, Ont., has been succeeded by Young & Co.

R. Campbell, hardware and tinware dealer, Wheatley, Ont., has been succeeded by G. D. Dobbyn.

Eva St. Jean, wife of Etienne Robert, has registered proprietress of the firm of E. Robert, contractor, St. Henri de Montreal.

John C. Lombard, general merchant, Little Brook, N.S., has registered consent for his wife, May Lombard, to do business in her own name.

John A. McNeil, general merchant, Little Glace Bay, N.S., has registered consent for his wife Catherine J. McNeil, to do business in her own name.

Dame Jennie P. Heron, wife of George A. Gray, has registered as proprietress of the firm of George A. Gray & Co., metal polish manufacturers, Montreal.

FIRES.

The carriage factory of Lawrence O'Connor, Lindsay, Ont., has been burned.

The warehouse of Crowell Bros., hardware dealers and chandlers, Halifax, N.S., has been damaged by fire.

Terry & Bowell, blacksmiths, and W. C. Dalton, furniture dealer, etc., Port Arthur, Ont., have been burned out.

The premises of the Whitney Electrical Machinery Co., Sherbrooke, Que., have been damaged by fire, insured.

The foundry and machine shop of Burley & Galligan, machinists and boat builders, Rat Portage, Ont., have been burned.

DEATHS.

John Logan, tanner, Pictou, N. S., is dead.

Manus S. Holden, of Holden Bros., general merchants, Shelburne, N. S., is dead.

A CUTLERY CATALOGUE.

HARDWARE AND METAL has received a catalogue of the goods manufactured by Atkinson Bros., Limited, manufacturers of cutlery, sterling silver, and silver plated goods, Sheffield, England. The line of goods made by this firm is large, and is of such variety that much of it should commend itself to the Canadian trade. The firm's table cutlery include some especially attractive designs. The trade mark of Atkinson Bros., Limited, is a bear. It may, perhaps, be noted that the firm is, at the moment, looking for a suitable person to act as agent in Canada.

ONE DOLLAR A YEAR

★ Sample Copy Free ★

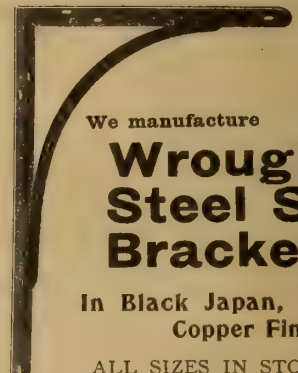
D. T. Mallett
Publisher
27 Broadway
New York

Wheelbarrows.. ALL KINDS.

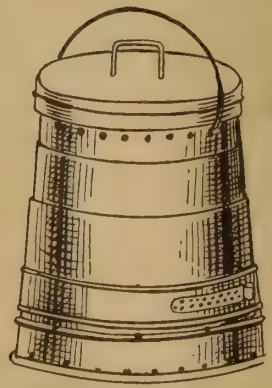
Send post card and get copy of New Catalogue.

Cleland Bros. & Co.
MEAFORD, ONT.

Eastern Agent—
ALEXANDER GIBB,
Telephone 2343. 22 St. John St., MONTREAL



We manufacture
Wrought Steel Shelf Brackets
In Black Japan, Nickel and Copper Finish.
ALL SIZES IN STOCK. SEND FOR PRICES.
H. R. IVES & CO., Montreal.



Mosquitoes, Black Flies, etc., are kept away with SMOKE, from Wood, Bark, Twigs, etc., smouldering in The Patent Folding
"SMUDGE-STOVE"
Only weighs 14 oz. Folds up 4¾ x 3¾ inches. When well lighted, wood will smoulder or smoke in this stove for four hours. Everyone wants it. Keep them in stock. Price $12.00 per doz. Ask your wholesaler for them.

HENRY LEVERS, Patentee, - QUEBEC

PURITAN WICKLESS BLUE FLAME

COAL OIL STOVES.

Burns ordinary coal oil without a wick, and makes a perfect Blue Flame stronger than gas. It is entirely odorless and easy to keep clean, and nothing to get out of order.

It will roast, bake and boil equal to any wood or coal stove, and with much less trouble. Those stoves are guaranteed by the manufacturers, The Cleveland Foundry Co., to give perfect satisfaction. Those goods are easy sellers, and will bring trade to your store. Send for catalogue and price list and secure the agency in your town for them. . . . . .

R. BIGLEY, Canadian Agent, **TORONTO**

Hardware Men

acknowledge that we make the finest line of

COW TIES

in the world.

This year we are making a specialty of the

PRICE.

"AMERICAN" and "ONEIDA WIRE."

N.B.—Jobbers who have not already arranged with our traveler should write for 1898 prices.

ONEIDA COMMUNITY, Limited
NIAGARA FALLS, ONT.

John Bowman Hardware and Coal Co.

180 to 182 York St. = LONDON, ONT.

Screen Doors · Woven Wire · Poultry Netting · Fence Wire · Paris Green · Harvest Tools · Builders' Hardware

Full stock of seasonable goods. Prompt shipment. Close prices.

The... Dominion Wire Manufacturing Company, Limited.

MONTREAL.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

TORONTO.

Manufacturers of

Iron, Steel, Brass and Copper . .

WIRE

WIRE NAILS and WOOD SCREWS
BRIGHT WIRE GOODS . . . .
STEEL and BRASS JACK CHAIN
"CRESCENT" COAT and HAT HOOKS

Ask for "Dominion" Goods.

Guaranteed and SECOND TO NONE.

HEATING AND PLUMBING

ENGLISH METHODS OF JOINT MAKING.*

W. J. Hughes.

WHILE on the subject of joints between iron and lead pipes, let us consider how to make them securely. If a lead pipe is slipped into the socket of an iron pipe, no reliable joint can be formed; if any attempt be made to pack the joint closely with red or white lead, the soft lead inner pipe must cave in and reduce the bore, and, moreover, the lead will dry and shrink so as to leave an opening round the joint, whence foul air can escape from the pipe.

In jointing an iron pipe into an iron socket, gaskin for packing and molten lead for filling are required, and should be well batted home, taking care that the iron socket is strong enough to bear the hammering. In jointing iron or lead soil-pipes into earthenware drain pipes at foot, flanges should always be used to grip the cement firmly, and such joints should be made vertically, never horizontally. For jointing lead, soil and waste-pipes there are several plans which I may briefly describe.

No. 1 is a lead slip-joint; the under pipe is slightly enlarged to receive the upper pipe, as in a socket; the outside of the inner pipe and the inside of the socket are sometimes coated with thick red lead paint before slipping them together; the joint is then either left to its fate or packed with red lead or putty, and is actually sometimes lapped around with canvas saturated with red lead and tied tightly with bits of twine round the joint.

No. 2 joint is a poor weak creature, sometimes used by tinmen who set up as plumbers. This joint is made with fine solder and copper bit, and I have seen them made with a blow-pipe. I have seen many such joints in my sanitary inspections, but the joint is a good one for connecting brass couplings to lead pipes.

No. 3 is a plumbers' wiped joint, known technically as a taft joint. I frequently find it on lead pipes, and am fairly satisfied with its strength, though its appearance is suggestive of a little weakness in the plumber's elbows, for it looks, and it is, a very easily made joint. The under pipe is widened out, of course, thus rendering the stretched lead very thin; the part to take the solder is shaved bright, and the upper pipe, after being cleaned and shaved, is brought down and fixed in position, taking care to leave no space for solder to slip inside between the two pipes; the solder is then poured or splashed on, and wiped round quickly with the cloth in the usual way, pressing the outer edge of the solder into very close contact with the brightened lead of the taft.

No. 4 is the ordinary wiped joint, which are not so easily made as we might imagine, seeing how rapidly any good plumber will form them, and how simply his dirty-looking cloth and clumsy hot iron will turn them out rounded and symmetrical, as from a lathe. If a carpenter's character may be known by his tools, a plumber can be judged by his joints. The two pipes to be joined must have their edges made smooth; any internal projection or roughness will catch and retain threads, paper and particles of matter, and eventually cause a block in the pipe. The under pipe is opened out slightly, just enough to admit the upper pipe about three-eighths of an inch as into a socket, the bore of the pipe being kept full size. Before putting the pipes into position for soldering, the ends of the upper or inner pipe are smudged over to prevent the solder running through and forming inside the joint. I had a joint made purposely without this precaution, to show you the solder projecting inside, but the plumber who made the sample was so alarmed at the result that he carefully scraped away the projection before I could stop him, thus spoiling my good intention. All soil and waste pipes should be jointed with their spigot ends pointing in the direction of the flow.

No. 5 is a better joint, and is frequently used where the soil-pipe is passing through a floor or wood block, for it is a support as well as a joint. It is known as a flanged joint. The pipe is brought up about one inch over the floor, and a sheet lead flange is cut out to fit the pipe, and is dropped over it. The pipe is then dressed back over the flange, and the proper portions of flange and of pipe are shaved over and greased. The upper pipe is then duly prepared for soldering, and fitted in its place, and the joint is soldered and wiped.

No. 6. The astragal joint is ornamental where soil pipes are fixed on the face of a wall. It is often seen in good old work, and there its power of endurance is proved. The soldering is done with copper bit.

* From Manchester Health Lectures.

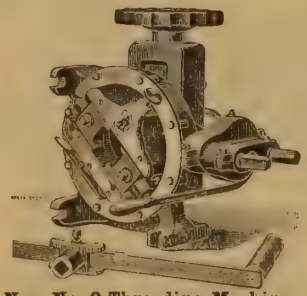
U.S. IRON PIPE HISTORY.

Sanitary Plumber, in reply to an enquiry as to when the manufacture of iron pipe began in the United States, says: "As far as we have been able to learn, the first foundry established was erected in the neighborhood of Lynn, Mass., in the middle of the seventeenth century, about which time the first article of hollow ware was cast. Later on, the manufacture of iron pipe was commenced. Pipes made at this period were rarely over three feet in length, and were provided with polygonal flanges at each end for fastening them together with bolts. The hub and spigot end were not evidently thought of at the time, and the calking of lead joints was a thing unheard of. The pipes, which were only two inches in diameter had oval flanges and two bolts; three-inch pipes had triangular flanges; eight-inch pipes were square-flanged, while pipes of twelve and eighteen inches in diameter had flanges of six and eight sides respectively, the number of bolts always equaling the number of angles in the flanges. Had the present stringent sanitary laws been in force at that time there would have been considerable difficulty in making the pipes for soil and waste purposes proof against the pressure tests now in vogue. That there has been considerable improvement made in this branch of manufacturing industry since these early pioneer days will be readily admitted, and the men who had to use the crude pipe of the period might

ARMSTRONG PIPE THREADING AND CUTTING-OFF MACHINES

(Hand or Power)

Armstrong's Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.



New No. 0 Threading Machine.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office, 139 Centre Street

Bridgeport, Conn.

The Stevens Mfg. Co., London, Ont.

CARRY A FULL LINE OF

IRON PIPE and Fittings, LEAD PIPE, LEAD TRAPS

and Plumbers' and Steamfitters' BRASS GOODS.

well be likened to those referred to by Hudibras :

'Alas, what perils do environ
The man who meddles with cold iron.' ''

MONTREAL NOTES.

The Montreal delegates to the National Plumbers' and Steamfitters' Convention will leave for Quebec on the 29th inst., and delegates from other places will probably meet the Montreal contingent, and make the journey to Quebec together.

At a meeting of the Montreal branch of the National Plumbers' Association a discussion was brought forward about the advisability of holding a "Plumbers' Day" at some date after the Quebec convention. The suggestion arose from the fact that it would be advisable to bring the masters and journeymen together in their mutual interests. Delegates from the journeymen plumbers and the master plumbers have agreed to meet at a future date and discuss the advisability of this scheme.

The journeymen plumbers have hired a hall at the corner of McGill and Notre Dame streets, to be used partly as an employment bureau for plumbers and steamfitters. It has become necessary to form this labor bureau owing to keen competition in the plumbing and heating business, which makes it difficult to guarantee a journeyman plumber employment during the year. The master plumbers can thus telephone to the bureau and get men when required. Mr. J. Mullen is corresponding secretary.

Don't forget to place an advertisement in the want columns of the Plumbing Department of HARDWARE AND METAL if in need of employment.

PORTLAND ROLLING MILLS.

A meeting of those interested in the affairs of the Portland Rolling Mills Co. was held last week. Nearly all the creditors were represented, including those from across the border. A representative of The Sun was informed that Geo. F. Baird and J. A. Likely were decided upon as liquidators, and that it was agreed to manufacture the material on hand and look to its disposal, after which means would be considered as to the reorganization of the company.—Sun, St. John, N.B.

OVER $40,000 IN PERMITS THIS WEEK.

Permits have been issued in Toronto to Drs. Peters and Primrose, for a pair of semi-detached, two-storey and attic, brick and stone dwellings, on the north side of College street, near Elizabeth, to cost $12,000; to Wilson Phillips, for a two-storey and attic brick house, on the west side of Bedford road, near Bernard avenue, to cost $3,000; to the College of Dental Surgeons, for a three-storey brick addition to the Dental College, on College street, to cost $2,200; to the Dominion Express Co., for a three-storey private stable, at 82 and 84 Pearl street, to cost $6,500; to Thos. Hale, for a two-storey and attic, brick and stone residence, at 22 Admiral road, to cost $3,500; to Sarah Pettigrew, for a pair of semi-detached, two-storey and attic, brick and stone residences, at 218 and 218½ Adelaide street west, to cost $3,000; and to the Canada Permanent Loan Co., for alterations and additions to 14-22 Toronto street, to cost $11,000.

SPORTSMEN

NOTE

THE ABBEY IMPROVED CHILLED SHOT

NEWCASTLE, ENGLAND.

Is made by a NEW PROCESS, and is highly spoken of by Sportsmen and Sporting Papers. Kills at greater distance than Soft Shot. Gunmakers wishing repeat orders should load with this shot.

"Tandem" Anti-Friction Metal

suitable for all purposes.

A For heavy pressure and high speed.

B For medium pressure and high speed.

C For low pressure and highest speed.

If your dealer does not carry this line, order direct from

Lamplough & McNaughton

Montreal

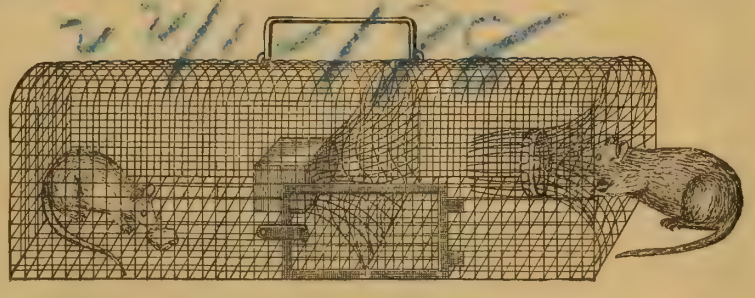
The Smith & Egge Manfg. Co.

Manufacturers of BRIDGEPORT, CONN.

"YANKEE" RAT AND MOUSE TRAPS

The most Ingenious and Effective Traps ever made. Surest, Safest, Cleanest. . . .

These Traps are well and strongly made, and thoroughly galvanized. All Traps carefully packed and shipped in strong crates.



THE D. MOORE CO., Limited, Hamilton, Agents for Canada.

BICYCLE SUNDRIES AND PADLOCKS

"GIANT" METAL SASH CHAIN,
"Red Metal" and Steel
SASH PULLEYS,
Iron and Bronze.

PLUMBERS' CHAINS.
PLUMBERS' TANK PULLS.
PIPE STRAPS, 8 HOOKS,
AND SPLIT LINKS.

Sole Manufacturers of the

"EUREKA" PATENT SHEAR. A useful and cheap tool for cutting rods and strap metal. SEND FOR ILLUSTRATED CATALOGUE.

PLUMBING AND HEATING NOTES.

Wilson & Co., London, Ont., have taken out a permit to erect a frame factory and office on Simcoe street, costing $2,600. This is to replace the lead works, recently destroyed by fire.

The machinery for the gas-making plant at Sarnia is being put in place, and is expected to be working before the end of next week.

Some water got into the pipes of the Woodstock gas system, last week, leaving many business houses, banks, etc., in darkness.

Building permits have been issued in Hamilton to W. W. LaChance for the erection of coal sheds for Heming & Marshall, at Walnut and O'Reilly streets, to cost $1,300, and to Charles Mills for alterations to 405-415 King street east, to cost $800.

Architect Mills is preparing plans for a four-storey building, to be erected for the Hamilton Coffee and Spice Mills on Macnab street, between King and Main streets, Hamilton, on the lot purchased from the trustees of Centenary church.

At a meeting of the London, Ont., Board of Health last week a by-law to regulate plumbing in that city was adopted, and will be recommended to the board of health for enactment. The proposed by-law goes into all the details of plumbing, and aims at, under proper inspection, putting a stop to the "cheap," inferior and sometimes dangerous jobs done by incompetent or neglectful plumbers.

There is a rush in building around Goderich, Ont. Among the buildings being erected are a new church at Londesboro', a two-storey house at Ashfield and a two-storey house at Goderich.

MASTER PLUMBERS' CONVENTION.

The indications are that the convention of the Master Plumbers' Association, in Quebec, on June 29 and 30 and July 1, will be a success in point of numbers, at least.

At the regular meeting of the Toronto branch of the association, Messrs. W. G. Ritchie, Kenneth Allison and Henry Hogarth were appointed the delegates from that body, with Messrs. W. H. Meredith, P. Huffman and A. S. Bates as alternatives.

The representatives of the Windsor, St. Thomas and London branches will meet at Toronto, going from there to Montreal, from which place all Ontario and western Quebec members of the national body will go by boat to Quebec.

The Dominion Plumbing and Heating Supply Association has not appointed representatives to the meeting, but there is a possibility that a number of the firms in this association may be represented. H. W. Anthes, of the Toronto Foundry Co., intends taking in the meeting, and other supply houses in Toronto may also attend.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have the contract for the plumbing and heating of a factory for Hees & Son, blind manufacturers, Davenport road, Toronto.

Guest & Co., Toronto, have contracts for the plumbing at the Toronto Railway power house, corner of Frederick and Front streets, and for the heating of a residence on Isabella street for James Gunn.

James Sherlock, Toronto, has the contract for the plumbing of the additions to the Gladstone avenue school, Toronto.

The Keith & Fitzsimmons Co., Limited, Toronto, has the contract for the plumbing of the addition to the Grace street school, Toronto.

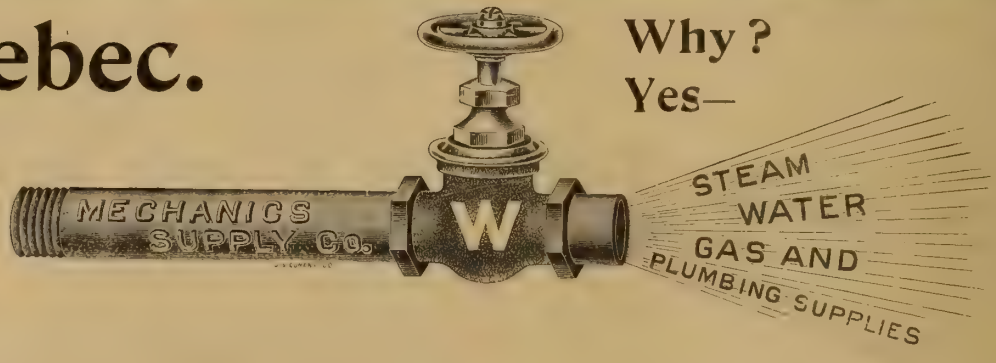
The J. F. Pease Furnace Co., Toronto, have contracts for the heating and ventilating of the additions to the Gladstone avenue school and to the Grace street school.

F. C. Hunt, London, has the contract for the plumbing of the annex to the London Collegiate Institute. The London Electric Light Co. have the contract for the electric wiring and fixtures for the same building.

SUPPLY ASSOCIATION MAY CONVENE.

The executive of the Dominion Plumbing and Heating Supply Association is considering the advisability of having a convention of its own at some date after the Master Plumbers' Association convention next week, but nothing definite has yet been arranged.

Quebec.



Why?
Yes—

Tons and Tons of them in stock.

Made by the best manufacturers, at lowest market prices. Get our quotations. We keep all sizes of Iron Pipe and Fittings in stock, from ⅛ inch to six inch diameter. . .

MECHANICS SUPPLY CO., 96 St. Peter Street, QUEBEC

CORDAGE

All Kinds and for all Purposes.

Manilla Rope
Sisal Rope
Jute Rope
Russian Rope

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope

Lathyarn
Shingleyarn
Bale Rope
Lariat Rope

Spunyarn
Pulp Cord
Lobster Marline
Paper Cord

Marline
Houseline
Hambroline
Clotheslines

Halyards
Deep Sealine
Ratline
Plow Lines

Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Cheese Cord
Hay Rope
Fish Cord
Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manilla hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

Consumers Cordage Company, Limited

MONTREAL, QUE.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

June 21, 1898

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 00
I.X., "	....	6 25
I.X.X., "	....	7 50
J. R. & Co.—		
I.C	4 75	5 00
I.X	6 00	6 25
I.X.X	7 25	7 50
Famous—		
I.C.	....	5 00
I.X.	....	6 25
I.X.X	....	7 50
Raven & Vulture Grades—		
I.C., usual sizes	....	3 50
I.X., "	....	4 25
I.X.X. "	....	5 00
I.XXX., "	....	5 75
D.C., 12½x17	....	3 00
D.X.	....	3 75
D.X.X	....	5 75

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	....	3 00
I.C., special sizes, base	....	3 15
20x28	6 00	6 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	6 00
I.X., Terne Tin	....	7 50
I.C., Orion	....	6 00
I.X., Orion	7 25	7 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs / " 14x60 " / " 14x65, "	0 05¾	0 06

Tinned Sheets.

72x30 up to 24 gauge	0 05¾	0 06
" 26 "	0 06¼	0 06½
" 28 "	0 07	0 07¼

Iron and Steel.

	Base	Price
Common Bar, per 100 lbs	1 50	1 60
" from factory "	1 40	1 45
Refined " "	....	1 80
Horse Shoe "	....	1 80
Band " "	1 85	2 00
Hoop " "	....	2 00
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	....	2 50
Machinery	2 50	2 75
Cast Steel, per lb	0 10	0 14
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	....	0 06½
2 "	....	0 07¾
2½ "	....	0 09¼
"	....	0 11

Steel Boiler Plate.

16 inch	....	2 00
"	....	1 90

⅜ inch and thicker	....	1 75

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 45	2 55

Canada Plates.

All dull, 52 sheets	....	2 25
Half polished	....	2 35
All bright	....	3 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ⅜ inch, $1.87 to 2.00; ½ inch, $2.15 to $2.20; ¾ inch, $2.62½; 1 inch $3.60; 1¼ inch, $4.75; 1½ inch, $6.20; 2 inch, $8.30.

Galvanized, ½ inch, $3.80 to $4; ¾ inch, $4.60 to $4.80; 1 inch, $6.40 to $6.70; 1¼ inch, $8.75 to $9.20; 1½ inch, $11.25 to $11.80; 2 inch, $15.20 to $16.

Cast soil, 2, 3, 4 and 5 inch, 60, 10 and 5 p. c.

Galvanized Iron.

	Gordon Crown.	Queen's Head.
16 gauge	....	0 03⅞
18 to 24 gauge	0 03¾	0 03⅞
26 "	0 04	0 04⅛
28 "	0 04¼	0 04⅜

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	....
" ¼ " "	....	4 65
" 5-16 " "	....	3 75
" ⅜ " "	....	3 25
" 7-16 " "	....	3 15
" ½ " "	....	3 10
" ⅝ " "	....	2 80
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	....	0 15
Jack chain, brass, single, per doz. yards	20	10

Copper.

Ingot.

English B. S., ton lots	0 12½	0 13
Lake Superior	....	....

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 15	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 25	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 17	0 19
" 35 to 45 " "	0 15½	0 16½
" 50-lb. and above, "	0 15	0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.

Sheets, hard-rolled, 2x4	....	0 20
Tubing, base, per lb	0 20	0 22

Zinc Spelter.

Foreign, per lb	0 05	0 05¼
Domestic "	0 00	0 00

Zinc Sheet.

5 cwt. casks	....	0 05¾
Part casks	....	0 06

Lead.

Imported Pig, per lb	....	4 to 4¼
Domestic, per lb	....	0 03½
Bar, 1 lb	....	0 05
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 06
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 27½ per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	....	0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10½	0 11
Other makes, per lb	0 08	0 08½

White Lead.

	Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	5 75
No. 1 do	5 37½
No. 2 do	5 00
No. 3 do	4 62½
No. 4 do	4 25
Munro's Select Flake White	6 00
Elephant and Decorators' Pure	5 75
Brandram's B. B. Genuine	7 75
" " No. 1	7 00
James genuine	6 95
" " No. 1	6 45

White Zinc Paint.

Elephant Snow White	0 07
Pure White Zinc	0 07
No. 1	0 06¼
No. 2	0 05½

Dry White Lead.

Pure, casks	0 04½
Pure, kegs	0 04¾
No. 1, casks	0 04¼
No. 1, kegs	0 04½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	....	1 20
Canada Paint Co's Pure	1 00	1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	...	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Brussels Ochre	....	2 00
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾
Ultra marine Blue in 28-lb. boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	....	1 00
Genuine Eng. Litharge, per lb	....	0 07
Mortar Color, per 100 lb.	....	1 25
James' Gen. Red Lead, 100 lb	....	0 04¼
Pure Indian Red, No. 45, lb.	....	0 08
Whiting, per 100 lb.	....	0 50

Paris Green.

Pure, in bbls.	0 16¼
250 lb. casks	16½
50 lb. drums	17
1 lb. packages	18
½ lb. "	19½
¼ lb. "	21½
1-lb. tins	0 18½

Sulphate of Copper.

Casks, for spraying, per lb.	0 04¾
100-lb. cases, do. per lb.	

Putty.

Bladders in bbls.	1 80
Bladders in 100 or 200 lb. kegs or bxs	1 95
Bulk in bbls., per 100	1 65
Bulk in less quantities	1 80
25-lb. tins, 4 in case	2 05
12½-lb. tins, 8 in case	2 30

Quotations f.o.b. Toronto—10c. per 100 lbs. extra Hamilton, London, Guelph.

Varnishes.

(In bbls.).		per gal
Carriage, No. 1	....	1 50
Extra do.	....	2 50
Body Varnish	....	4 50
Furniture Varnish	....	0 65
Extra do.	....	0 90
Demar Varnish	....	1 60
Hard Oil Finish	....	1 40
Orange Shellac Varnish	....	2 00
White Shellac	....	2 20
Rubbing Varnish	....	2 50
Polishing Varnish	....	2 50

Linseed Oil.

Raw, per gal. net	....	0 49
Boiled, per gal. net	....	0 52

Outside points 1c. more than above figures

Turpentine.

1 to 4 barrels, net	...	0 44

Outside points 1c. more

Castor Oil.

In cases, per lb	....	0 10½
Small lots	....	0 11½

Cod Oil, Etc.

Cod Oil, per gal.	0 50	0 55
Pure Olive	....	1 20
" Neatsfoot	....	90

Glue.

(In bbls.)

Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer.

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.

Canadian, common, 7½ per cent.
Brass Shot Shells, 55 and 10 per cent
[P]rimers, Dom., 30 per cent.

Wads.—Baldwin

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxe of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads in boxes of 1,000 each 8 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	10	0 12½
Anvil and Vice combined, each	....	4 50
Wilkinson & Co.'s Anvils..lb.	09	0 09½
Wilkinson & Co.'s Vices ..lb.	09¾	0 10

Augers.

Gilmour's, discount 65 p.c. off revised list.

Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	4 50	6 50
Post-hole, Vaughan's, each	60	90

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross / Sewing, per gross	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Single List, per doz	6 00	12 00
Double List, "	11 00	18 00

Axle Grease.

Per gross	6 00	13 00

Bath Tubs.

Zinc, discount	3 90	4 00

Copper, discount, 40 and 10 p.c. off revised list.
Steel clad, 20 per cent. discount off revised list.

Boxing extra

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 66⅔ per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	1 25	3 00

House.

American, per	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 60 per cent.

Belting.

Extra, 45 per cent.
Standard, 45 and 10 per cent.
Agricultural, 65 and 5 p.c.

Bench Stops.

[Pe]r doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 70 to 70 and 10 per cent.
" Perfection. 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's 40 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 00	0 00

Blind and Bed Staples.

All sizes, per lb	7¾	0 12

Bolts.

Carriage, dis., 60 and 10 to 70 p.c.
Tire, dis., 70 and 5 per cent.
Stove dis., 70 per cent.
Elevator, dis., 35 to 40 per cent
Machine, dis., 70 p.c.
Coach Screws, dis. 70 and 10 p.c.
Plough bolts, 60 p.c

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	0 00

Butchers' Cleavers.

German, per doz.	6 00	11 00
American, per doz	12 00	20 00

Butts.

Brass.

Wrought Brass, dis., 17½ p.c. revised list.

Cast Iron.

Loose Pin, dis. 70 per cent.

Wrought Steel.

Fast Joint, dis. 70, 10 and 5 to 75 p.c.
Loose Pins, dis. 70, 10 and 5 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz.	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	24 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.
Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	9 50

Cement.

Canadian, Portland	2 50
English "	2 85
Belgium "	2 75
Canadian hydraulic	1 20

Figures are for barrel lots.

Chalk.

Carpenters Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 50 and 10 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from stock or factory 60, 10 and 5 per cent.

Steel, net	3 00

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle dis 65 per cent.

Closets.

Washout, plain	3 25
" embossed	3 50

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent

Cradles, Grain.

Canadian dis. 20 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz......(15 p.c.		2 00
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25, 50 and 10 per cent.

Drills.

Hand and Breast

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

[M]orse, dis. 37½ to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS.

Stovepipe.

Per doz	85	1 70

FAWCETS.

Cork Lined, per doz	0 30	0 35
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Heller's Horse Rasps, 50 to 50 and 5 per cent.
Jowitt's, English list, 25 to 27½ per cent.
American, 60 to 60 and 5 per cent.
Great Western, 60 and 10 per cent.
Mechanics' Star & File Mfg. Co. Discount, 60 and 10 to 70 per cent.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 60 and 10 to 60, 10 and 5 p.c. revised list.

FREEZERS

Ice Cream.

Gem from $1.25 to $7 net.

White Mountain, 1 to 25 qt...	1 35	13 50

Arctic, dis. 50 p.c.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 65 to 67½ per cent.

GAUGES.

Marking, Mortise, Etc

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 100 ft
Under 25	1 45	2 75	4 00
26 to 40	1 55	3 05	4 35
41 to 50	....	3 45	5 00
51 to 60	....	3 75	5 70
61 to 70	....	4 05	6 55
71 to 80	....	4 45	7 10
81 to 85	....	5 00	8 10
86 to 90	....	....	9 30
91 to 95	....	....	10 70
96 to 100	....	....	12 75
101 to 105	....	....	14 25
106 to 110	....	....	16 50

GLUE POTS.

Tinned, each	0 30
Enamelled each	0 55

GRINDSTONE FIXTURES

Per doz	3 60	4 00

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic per doz	1 10	1 20

Sledge.

Canadian, per lb	0 07½	0 08½

Ball Pean.

English and Can., per lb	0 22	0 25

HANDLES.

Axe, per doz., net,	1 50	2 00
Store door, per doz	1 00	1 50
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00.
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 45 per cent. rev. list.

Hoe.

C. & B., dis. 45 per cent. rev. list.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

Canadian, 45 per cent.

Cross-Cut Saw.

Canadian, per pair	0 13½	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40	0 50

Lanes, 62½ per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 10 p.c.

Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 12 in., per 100 lbs.	....	3 15
14 in. up, per 100 lbs.	....	2 35
	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per gro. pair.	
Spring	....	9 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc. dis. 60, 10 and 5 p.c.

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 47½ per cent.

Wire.

Hat and coat, dis. 60 to 60 and 10 p.c.

Belt, per 1,000	0 60	70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

"P. B.", dis. 50 p.c.
"C" brand, 50 p.c. dis.
"M" brand 50 p. c.
Acadian, 50 and 20 per cent.

HORSE SHOES.

		per keg
Light and medium pattern	....	3 25
Snow Shoes	....	3 50
Steel Shoes, light	....	3 50
" " extra light, Nos. 0, 1, 2	....	5 00
Steel Shoes, Nos. 3, 4, 5	....	4 25
" " assorted, 0 to 5	....	4 75

All f.o.b. Montreal; Toronto 10c. more.

ICE PICKS.

Star per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	35

American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am. per gross	1 60

KNOBS.

Door, japanned and N.P., per doz.	....	0 90
Bronze, Berlin, per doz	2 75	3 25
Bronze Genuine, "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets net. to 10 per cent.
Christie, $7.00 net.
Hay knives, spear point, L or T handle, 60 10 and 5 per cent.

Lightning, per doz	6 50	8 40

Heath's, $7.75 net.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass "	1 20	1 30

LINES.

[F]ish, per gross	1 05	2 50
Chalk "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 1 75 7 50

Cabinet,

Eagle, dis. 30 p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.
Round Head, discount 20 p.c.

MAGNOLIA METAL, ETC.

Magnolia Anti-Friction Metal, per lb. 25
No Name Metal................ " 15
Mystic Metal.................... " 10
F. O. B. New York or Chicago.

MALLETS.

Tinsmiths', per doz.......... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz...... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz........... 8 50 10 00
American, 60 and 10 p.c. off list.

MEAT CUTTERS.

American, dis. 30 to 32½ p.c.
German, 15 per cent.

MINCING KNIVES.

American, per doz............ 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 77½ per cent

NAILS.

Cut Nails (Iron). Quotations are :
2d. and 3df $2 85
3d 2 50
4 and 5d............................ 2 25
6 and 7d............................ 2 15
8 and 9d............................ 2 00
10 and 12d.......................... 1 95
16 and 20d.......................... 1 90
30, 40, 50 and 60d. (base).. .... 1 85
Cut Nails (Steel). Add 10c. to the prices in list for iron nails.
Wire Nails, basis, $1 85, Toronto.
Brads and finishing nails, special sizes, 80 p.c. from new list.

NAIL PULLERS.

German and American...... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 67½ per cent. for imported, 55 per cent. for McMullen's.

OIL.

Canada refined oil (Toronto).. .... 0 14
Carbon safety " 0 16½
American w. w. " 0 17½
Pratt's Astral................ .... 0 17

OILERS.

McClary's Model galvan. oil can. with pump, 5 gal., per doz.............. 0 00 9 00
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz............... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz.......... 1 85 3 00

PENCILS.

Dixon's, per gross............ 1 00 4 25
" Carpenter.......... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 40 3 00
Brass head, " 0 40 1 00

PIPE CUTTING MACHINERY

Forbes Patent Die Stocks.—Curtis & Curtis Mfrs., Bridgeport, Conn.
No. 30 Hand Machine, range ¼ to 2 in. R. & L..................... $ 50 00
No. 38 Hand Machine, range 1½ to 4............................ 100 00
No. 56 Hand Machine, range 2½ to 6............................ 175 00

PLANES.

Wood, bench, Canadian dis. 55 per cent. American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.............. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz........... 0 60 2 60

PLUMBS AND LEVELS.

S.R.& L. Co., dis. 70 and 5 to 70 and 10 p.c.

POPPERS.

Corn, square, per doz........ 1 35 2 00

PRUNING SHEARS.

Per doz..................... 4 00 5 50

PULLEYS.

Hothouse, per doz............ 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning....................... 0 35 2 50

PUMPS

Canadian cistern............. 1 40 2 25
Canadian pitcher spout..... 1 15 2 00

PUNCHES.

Saddlers', per doz............ 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set........ 0 00 0 72
" hollow, per inch.... 0 00 1 00

RAIL.

Barn door, per foot.......... 0 02¼ 0 02½
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 02¼

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60, 10 and 5 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz............ 1 25 3 60

RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc., (Steel), 65 p.c.
Carriage, Section, Wagon Box Rivets, etc., (Norway Iron), 60 p.c.
Black M. Rivets (Steel), 65 p.c.
Black and Tinned Rivets, 60 and 5 to 65 and 5 p.c.
Copper Rivets & Burrs, 50 p.c. dis.
" " " in ½-lb. boxes and cartoons, 1c. per lb. extra, net.
Burrs, iron or steel, 55 and 5 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 to 37½ per cent.

ROPE, ETC.

	Sisal.	Manilla
7-16 in. and larger, per lb	11⅞	13⅛
⅜ in......................	12⅜	13⅝
¼ and 5-16 in.	12⅞	14⅛
Cotton		13
Russia Deep Sea		14½
Jute	6¾	7½
Lath Yarn		10¼

RULES.

Boxwood, dis. 80 and 10, to 80 and 12½ p.c.
Ivory, dis 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.......... 0 62½ 1 00
" N.P., per set.... 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.
B. & A. sand, 40 and 2½ per cent.
Emery, 40 per cent...........

SASH CORD.

Per lb....................... 20 50

SASH LOCKS.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs........ 1 40 1 75
Solid, " 1 25

SAWS.

Crosscut, McMillan & Haynes, per dozen................ 0 40 0 70
"Empire," McMillan & Haynes, per ft.................. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each........ 0 75 2 75
" frame only........... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 6 00 7 50
Whiting 5 63 7 00

SCALES

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion 60 per cent

SCRAPERS

Box, per doz.................. 2 10 4 50
Boot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 7 00 10 00
Door, per doz................ 2 20 3 00

SCREW DRIVERS.

Sargent's per doz............ 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 87½ & 10 p.c.
Wood, R. H., " dis. 80 and 10 p.c.
" F. H., brass, dis. 82½ and 10 p.c.
" R. H., " dis. 75 and 10 p.c.
Drive Screws, 87½ and 10 per cent.
Bench, wood, per doz......... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60, 10 and 5 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 45 to 50 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set.......... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 40 and 10 to 45 and 2½ p.c.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz.............. 2 30 2 45
" black................ 1 85 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'............... 4 50 11 50

SOLDERING IRONS.

Per lb 0 25

WROUGHT SPIKES.

Discount, 35 to 40 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American.............. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz................ 1 65 2 90
Steel, dis. 70 per cent., revised list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 25 2 50
Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STONE.

Washita, per lb............... 0 28 0 60
Hindostan, " 0 06 0 07
" slips, per lb....... 0 09 0 09
Labrador........ " 0 13
" Axe, " 0 15
Turkey .... " 0 50
Arkansas ...... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross....... .... 3 50 5 00
Grind. per ton................ 15 00 18 00

Stove Polish.

No. 4—3 dozen in case............... $4 50
No. 6—3 dozen in case............... 7 50

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 80 p. c.
Trunk tacks, black, 80 p. c.
" tinned, 80 p. c.
B.B.B. iron carpet, blued........... .. 80
" " tinned 80
B.B.B. iron carpet, bright or blued (in kegs) 40
B.B.B. iron carpet, tinned (in kegs).... 45
B.B.B. cut tacks (in bulk), 75 and 10
" " ¼ weights 40
Swedes, cut tacks, genuine, blued and tinned, 75 and 10
Swedes, upholsterers 80
Swedes, carplet, blued and tinned 70
" lace 75
" brush 50
" gimp, blued, tinned & japan'd
Zinc tacks............................ 35
Copper tacks 62½
Leather carpet tacks ....
Trunk nails, black and tinned 70
Clout nails 66⅔
Cigar box nails 45
Lining nails in papers.................. 10
" " in bulk 15
" " solid heads, in bulk........ 60
Saddle nails in papers.................. 10
" " in bulk 15
Tinned capped trunk nails 15
Double pointed tacks. discount 90 p.c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2

TINNERS' TOOLS.

P. S. & W., 10 p. c.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 and 10 per cent.
Japanned, prices on application
Pieced, prices on application.

TOE CALKS

Blunt Calks, per box................ 1 00
Sharp Calks, " " 1 25

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p. c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz.................. 1 40 6 50

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 6 00
Brade's " 5 00 10 50
S. & D., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb........ .... 0 21
Wrapping, mottled. per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb.............. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz................ 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each.................. 6 00 7 00
Peter Wright's, per lb........ 0 12 0 13
Pipe, each........ .... 5 50 9 00
Saw, per doz 6 50

WASHER CUTTERS.

Per doz 4 00
Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch...................... 3 38

WIRE.

Bright Wire, dis. 65 per cent.
Brass Wire, 16 to 25 wire gauge, 12½ p. c.
Copper Wire, 12½ p. c.
Annealed, annealed and oiled, 35 per cent. galvanized, 30 per cent.
[In lots of 1,000 lbs., 35 per cent. discount, annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 20c. per 100 lbs.]
Bright, coppered steel and spring, 33⅓ p. c. revised list, f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per 1,000 feet 2 75 3 00

WIRE FENCING.

	F O.B. Cleveland	From Stock
Galvanized, 2 barb, 2½ and 5 inches apart..............	1 80	2 00
Galvanized, 4 barb, 4 and 6 inches apart	1 80	2 00
Galvanized, plain twist, all.. delv'd....................	....	....
Plain twist....................	....	....

Terms, 60 days, or 2 per cent. in 10 days

WIRE CLOTH.

Painted Screen, per 100 sq. ft. 1 20
Terms 4 months or 3 per cent. 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70, 10 and 5 to 75 p.c.
Standard, dis. 60, 60 and 10 per cent
Coe's Genuine, dis. 30 to 32½ p. c.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 7 00
" S., per doz 5 80 6 00
G. & K.'s Pipe, per doz 3 40
Burrell's Pipe, each 3 00
Pocket, per doz 25 2 00

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

HARDWARE AND METAL, Toronto

THE PRESS CLIPPING DEPARTMENT

Reads every newspaper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

Terms—$5 per hundred clippings: $40 per thousand, payable in advance; but a yearly contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE PRESS CLIPPING DEPARTMENT

Board of Trade, Montreal

We also manufacture Burton's Nos 1, 2 and 3 Gem Wire and Wire Drive Anti-Rattlers, Becker Game Trap and Dandy Clothes Rack. Ask your Jobber for them, or send to us for prices and circulars.

FERNALD MFG. CO., Northeast, Pa., U S.A.

CHARLES F. CLARK, President. J. CHITTENDEN, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 346-348 BROADWAY NEW YORK

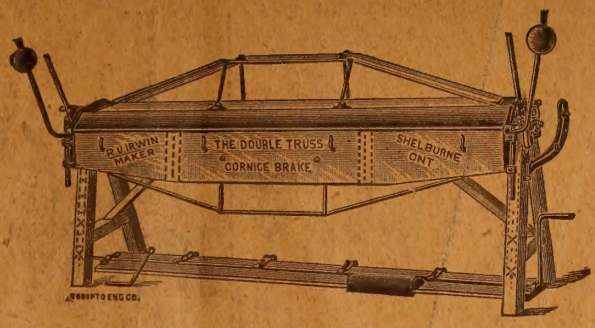
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

McKinnon Building, Cor. Jordan and Melinda Sts.

THOS. C. IRVING, Superintendent



This eight-foot Brake bends 22-gauge iron and lighter, straight and true

Price, $50

Very handy bender attachment, $10 extra, if required.

Send for circulars and testimonials to

The Double Truss Cornice Brake Co. SHELBURNE, ONT.

Feather Dusters

have advanced one hundred per cent. in the last three months. All quotations withdrawn.

We carry a full line of all kinds.

Write for prices.

Have you tried the Woven Down Duster?

MEAKINS & CO.
313 St. Paul Street
MONTREAL

MEAKINS & SONS
HAMILTON
ONT.

Baylis Manufacturing Co.

16 to 30 Nazareth Street, MONTREAL

VARNISHES	JAPANS	LACQUERS
WOOD FILLERS	WHITE LEAD	PAINTS
OILS	AXLE GREASE	Etc.

WRITE FOR PRICES.

Church's Potato Bug Finish

READY FOR USE DRY.

NO MIXING REQUIRED.

The only safe way to use a strong poison.

Worth its cost as a Fertilizer.

Does not injure the vines.

300 pounds net in every barrel. Price, f.o.b. Paris, four barrels for $10.00. Send in your orders now.

THE ALABASTINE COMPANY, Sole Manufacturers, PARIS

Est. 1863 — Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND

PYRAMID BLUESTONE PACKING

BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

BEWARE

that you are not induced to stock up with some cheap trashy paint. It's a sure road to ruin. Make it a point to always carry **ROBERTSON'S PREPARED PAINTS**. Then you are safe. The people know our goods and they appreciate them. They will put trust in you if you carry trustworthy goods. You, yourself, must know how much better our paints are than other so-called Pure Mixed Paints. Well! Don't you think your customers do too?

The JAMES ROBERTSON CO., Limited 263-285 King Street West, **Toronto**

Telephones 819, 1511 and 1292.

THE PAINT MAKERS

THE DRINKWATER
BOOKBINDING CO.
35 MUTUAL ST.
TORONTO